

AMERICAN NURSEYMAN

A NATIONAL TRADE JOURNAL FOR
NURSEY GROWERS AND DEALERS

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California Almond Growers' Exchange—T. C. Tucker, San Francisco, Cal.
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AMERICAN FRUITS PUBLISHING COMPANY, INC.

Ralph T. Olcott, Editor and Manager

39 State St., Rochester, N. Y.

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AMERICAN FRUITS PUB. CO., INC.—24 Years in the Horticultural Field—ROCHESTER, N. Y.



American Nurseryman

A NATIONAL TRADE JOURNAL
FOR GROWERS AND DEALERS

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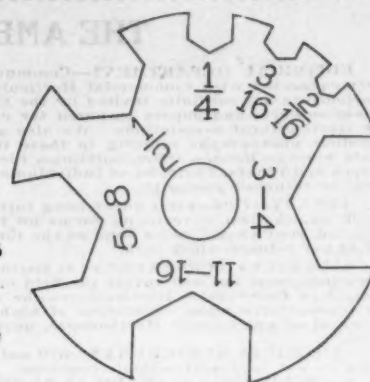
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ROCHESTER, N. Y. DECEMBER, 1916



An Open Letter to America's Nurserymen

Tippecanoe City, Ohio, Nov. 8, 1916.

John Watson, President American Association of Nurserymen, has made me a member of the Committee on Distribution in that Association, and as such, I am charged with the study and investigation of the problems that underlie and confront the present and future of the Nursery business in this country.

We are trying to get together some facts relating to the geography of the production, distribution and sale of Nursery products, and if at all possible, determine the strength, weakness, faults and fancies of the selling agencies that have been used and are still depended upon to place this enormous product with the American buying public at a price that will bring proper returns to those who do the work, expend the thought and invite the investment of bringing into existence and effecting distribution of the things that enter into the "dollar improvement" and ornamentation of every spot in our country, worthy to be called,—a home.

You are known as a nurseryman, producer, dealer, buyer and seller of trees, shrubs, vines, plants, roses, perennials or bulbs, or all of them, and out of this activity and responsibility, have a hope or a right to a hope to get returns that are commensurate with the efforts put forth, that will make your vocation pleasant, profitable, creditable, honorable and as financially independent as all the other enterprises that live, grow and thrive on every side of you.

You have organized your business and each year attempt to give improvement to the quantity and quality of your production, but what thought have you given to the disposal of your product?

You have been catalogued, circularized and educated to use coffee, oranges, bananas, cypress lumber, automobiles, power washers, furnace heat, wooltex clothing, health preservatives, tooth paste and a thousand other such things that enter into your life and those of your house and household, but what intelligent and well directed efforts have you expended in developing the sentiment that anybody should use the product of your nursery?

Makers of pianos, autos, churns, electrical appliances, farm machinery, surgical instruments and numberless other things, have selected and educated men for the successful selling of their product.

Who have you ever selected, educated or given reasonable direction that would make them creditable, attractive and successful in the placing of your product with the public that is ever ready to purchase same, when it is creditably, attractively and intelligently presented to it?

You have very wisely selected the best

possible location and even fertilized your richest fields where you expect to grow your plants, but have you made any selection of your representatives, or given a moment's cultivation of the field where you expect your representatives to work and sell your product?

Would your representative be regarded as qualified and responsible in other fields of salesmanship, and would his bearing and address seem to attract and hold the attention of the public to your product and reflect credit on you as a producer of plants and business man?

Have you sought to have as your representatives, men of best and select standing in the localities where they live and transact their business as units of citizenship, or, have you consented and shown by your conduct of business that the derelicts of fallen fortune, destroying habits, broken moral courage, physical cripples and moral degenerates, are, by you regarded as able and good enough for the presentation of your goods, so as to command the respect and patronage of the public, and get its money as the living wage and profit for the thought and effort expended by you in the production of all kinds of plant life?

These preliminary outlines of the earnest study we are to devote to matters that pertain to the distribution of nursery products, brings us irresistibly up to these two all important and controlling inquiries:

1. Into whose hands are your sales entrusted?

2. What do you say or write, or rather what must be said or written for your goods or about yourself, and to whom must all this be said or written, in order to convert all kinds and quantities of plant life into large volumes of money profit?

Determination of all the facts that relate to these factors, and their closest analysis, is the pivotal point over which the beam of plant business finds its poise. If it tips one way, down it goes to discouragement, loss, failure. Send her the other way, and the bright light of Hope brings to view improvement, encouragement, profit and business enlargement.

For an exhaustive investigation of these two factors so full of possibilities of good and evil, I will be pleased if each and every nurseryman in the United States will send me the names and domiciles of ten of its representatives, whether salesmen or dealers, that they may be measured up with the standards of efficiency and thoroughly analyzed, so that conclusions may be safely based by our committee, and upon which must rest their recommendations for the improvement of distribution and disposal of the product of every plant producer and plant seller in this country. E. S. SMITH.

An Illinois Pioneer

A \$10,000 apple crop sold to a Chicago commission house a few weeks ago reveals a very interesting story of how a poor boy not only made a fortune out of his orchards but at the same time made one of the greatest contributions which has been made to horticulture in the Middle West, during the last fifty years.

H. A. Aldrich went to Neoga, Ill., in 1866 a poor boy. He had been living in St. Louis and there received what little education he could. For a few years he worked on a farm or farmed for himself on rented land. Forty acres of land which belonged to the Illinois Central Railroad Co. had been sold several times, but each time the purchaser had been unable to pay for it. Mr. Aldrich bought the 40 for \$20 per acre, borrowing money from his hired man to make the deal.

Then began his career as a horticulturist. He soon discovered that his orchards would not pay unless they were taken care of in a scientific way and he began to spray his trees. He was the first man in Illinois to spray.

Mr. Aldrich now has about 200 acres in orchards and his best orchard is recognized as the best in the state by experts from the Department of Agriculture at Washington and by the authorities of the University of Illinois. The university makes a great deal of use of his orchards and has men there most of the time.

A large number of gasoline sprayers are used in spraying the trees, and one of the noticeable results is seen in the effect on the foliage. The leaves on the trees in the Aldrich orchards are still green when all the other orchards which are not sprayed are barren. The buds which make the next year's apples come on the trees in the fall, and the leaves protect them until late in the winter.

Mr. Aldrich was responsible for reviving the peach industry in Illinois. At present he has no peach orchard, but he says if he were younger he would put in 20 acres of peaches and expect to make nine or ten thousand dollars a year off of them.

His apple crop last year was about 15,000 barrels, and he received \$1.75 per barrel for them. He was offered \$40,000 for his orchards last year, but refused, setting his price at \$50,000. This year in June the same man asked him if his price of \$50,000 still held good and he answered, "No, not when I have a \$10,000 crop."

Mr. Aldrich is now 73 years old. He loves his business and is very enthusiastic about it. Besides his orchards he has a large lumber business in Neoga.

Say you saw it in AMERICAN NURSERYMAN.

Practical Publicity Work

In a recent issue of the *Nursery Trade Bulletin* we presented some features of the work of the Mitchell Nursery Company, Tacoma, Wash., in the direction of beautifying a city. It is with pleasure that we add information concerning further development of the idea. The Mitchell Nursery Company has sent the following letter to J. H. McFarland, Harrisburg, Pa., President John Watson of the American Association of Nurserymen, the *Ladies Home Journal* and the Editor of the *American Nurseryman*:

Dear Sir: We are enclosing herewith some clippings from a recent issue of the *Tacoma News* in regard to a "Tacoma Beautiful" movement which we are trying to and fully believe that we will be able to get under way in a short time, as we are receiving assurances of hearty support and co-operation from many representative business men and organizations. Our plan is to organize garden clubs in each district of the city, with the various school houses as centers. There are upwards of thirty schools in Tacoma, so that if the movement is successful the entire city will be covered and a large amount of effective work done during the year. An advisory board would have charge of this work, consisting of representatives from the various commercial organization, real estate men, bankers, club women, horticulturists, rosarians, street and steam railways, surveyors, good roads association, park board, school board, rose and dahlia societies, architects, automobile club, parent-teachers association, labor unions, newspapers, etc. This board would be prepared to either give or obtain expert advice on various subjects in connection with the work. There is no initiation fee nor dues—the dues being voluntary services of any kind for the welfare of the city. Any expenses are to be met either pro rata or by voluntary subscription or in such other way as may be deemed advisable, the object being that no one shall be barred by reason of limited means from participating in the work of the association. The expenses should be small in any case and can be easily met by the means stated above—if necessary entertainments could be given

to raise the necessary funds. Each club is to have a set of officers selected from the most enterprising and progressive citizens of the various district, also a publicity committee for the purpose of calling attention to any special features of interest or advantage in any particular district, also to promote the advantages of Tacoma and the entire Northwest as a tourist center. With everybody working together in a campaign of promotion and publicity it is believed that a large amount of valuable work can be accomplished. We have already an exceedingly beautiful city and surrounding country, and as stated in the letters of Senator Ralph Metcalf and Mr. S. W. Wall all that is needed is Publicity to bring prosperity to us all. We thought that an account of what we are trying to accomplish here might be of some interest and benefit to others who are likewise interested.

Following are communications published in a Tacoma paper:

Northwest Contest Editors, Tacoma, Wash.

Gentlemen: In trying to do a little individual promotion and publicity work the past year or two we have been constantly greeted with such expressions as "I can't see," "If you can show me how," "I've tried for the last 10 years to do something along that line and it can't be done," etc., and it would seem that many of our leading business men and property owners have apparently lost confidence in themselves and faith in the city in which they live and make their living. Notwithstanding this pessimistic outlook on the part of many of our people Tacoma has made substantial progress along many lines, and if something could be said or done to restore the confidence of these citizens in themselves and renew their faith in the future of their city there is no question but that much greater things could be accomplished during the coming quarter of a century than the past 25 years has shown. We are enclosing herewith copies of two letters recently received by us in response to a circular letter which we sent out asking the co-operation of the members of the various commercial organizations of the city and others interested in the beautifying of the

city and promoting its development as a tourist center, and which letters speak for themselves. Both of these gentlemen are experienced journalists and publicity men and their views on this subject are worthy of the earnest attention of everyone interested in the growth and prosperity of Tacoma in any way. Mr. Metcalf has written one of the most interesting and instructive articles on the "Wonderful Roads of Washington and Oregon Destined to Become Mecca for Tourists," and says that it is no idle dream to picture these wonderful roads filled with continuous streams of autos; that publicity alone is needed. That it is estimated that American tourists spend from \$20,000,000 to \$30,000,000 in France every year, or did before the war, but that neither France nor any other country has scenic beauties equal to those of the Pacific Northwest.

At a meeting of representatives of the various commercial organizations of Portland, Seattle, Tacoma, Spokane and Vancouver, B. C., held in Seattle Sept. 6th, the Pacific Northwest Tourist association was formed, and it was decided to raise a publicity fund of \$120,000 to advertise the scenic and other attractions of the northwest, and a meeting is to be held in Tacoma next month to lay plans for spending this money. Surely all this should tend to encourage the faint-hearted and deepen and strengthen the confidence of those whose faith in the "City of Destiny" has never wavered. The publication of the views of Senator Metcalf and Mr. Wall, both of whom are well qualified by travel and experience to speak with authority, should serve to give renewed courage to everyone living in this favored region, and with the entire northwest working together

Continued on Page 111

1917 EDITION AMERICAN NURSERY TRADE DIRECTORY

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ROCHESTER, N. Y.



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The National Congress of Horticulture

E. R. LAKE, Secretary American Pomological Society

An organization under the above name was affected in Washington City November 17, 1916. The event was the outcome of a meeting called by the American Pomological Society. During the past four or five years some members of this organization have sought to modify the character of the activities of this old and venerable organization.

For the purpose of determining the sentiment of the Society upon this point, and of ascertaining the views of the state societies regarding federation and national and international problems, the executive committee of the society invited those interested to meet as above.

After an extended discussion of two days, during which Dr. L. H. Bailey made a quiet and telling appeal for the maintenance of a high class amateur association, the real sentiment of the substantial element of the American Pomological Society membership, it appeared evident that there was a determined desire to organize a strong central body to serve as a clearing house for national, international and interstate problems, legislative and commercial questions; and further, to serve as an active agent in the collection and dissemination of scientific, statistical and economic data in so far as such touch upon the development, promotion and progress of American and foreign horticulture.

The temporary organization effected, steps were taken to prepare a program of work for the next six months as follows: Constitution and by-laws; articles of incorporation; publicity; soliciting membership from state horticultural societies and other similar bodies; and establishing an official organ.

The depth of interest with which the movement was received by those participating may be indicated by the alacrity with which 75 per cent of them subscribed to charter membership at a fee of five dollars.

Those present who were familiar with previous preliminary organizations of such bodies said that nothing like the anxiety to subscribe and pay up was ever seen before,—a bright and auspicious omen from their view point!

Among the first members enrolled in this comprehensive body are the representatives of the Augusta County Fruit Growers' Association, Virginia; Connecticut Pomological Society, Eastern Fruit Growers; Minnesota Horticultural Society; National Apple Growers' North Carolina Horticultural Society; Northern Nut Growers; Pennsylvania Horticultural Association; South Dakota Horticultural Society; Virginia Horticultural Society; Wisconsin Horticultural Society, and individuals.

The presence and activity of the representatives of leading State Horticultural Societies is evidence that these organiza-

tions, which are chiefly pomological, are to be the leading factors in the early promotion of this movement. The preliminary steps are looking to the establishment of an organization of from 50,000 to 60,000 members, ultimately to include every paid up member of all horticultural organizations in the United States.

The active voting membership to consist of delegates appointed by the affiliating bodies on a basis of something like one delegate for each one hundred members.

This scheme in its entirety contemplates a real or actual Congress meeting annually and having an active voting membership from five to six hundred, with a corresponding attendance at its sessions which would be business meetings for the discussions of the big interstate national and international fruit, flower, vegetable, ornamental, seed and plant problems of this United States.

There is no denying that the movement is fraught with tremendous possibilities. How successful the effort will be depends quite largely upon the degree of support given it by the state horticultural societies and associations. If these bodies can see, as clearly as the leaders in the movement appear to, where and how an organization like this can aid them, there should be no question that 1913 will see a very active and promising Congress of Horticulture. A synopsis of the preamble, tentative program, subjects and organizations of the Congress will be submitted to the State Horticultural Societies at their forthcoming meetings.

The spirited declaiming of Lupton, the insistent action of Crane, the placid but forceful assertions of Latham, the disquieting, meaty questions of Massey, the fitful discourses of Hutt, the stories of Littlepage, the fiery accusation of McCue and the "acquiescence" of McComb, were fruitful features of the occasion, while a box of "Red Skin" Jonathans did royal service as a peace factor.

If further information relative to this movement is desired, it may be obtained by addressing the Society, National Congress of Horticulture, Washington, D. C.

A Fine Gloria Mundi Apple

Editor American Nurseryman:

It may interest you to know that we have produced what we consider the finest apple on record—a handsome gargantuan fruit of the variety Gloria Mundi, perfect giant of giant fruits of the following dimensions: Height, 5½ inches; biggest diameter, 5 2-3 inches; weight well over 34½ ounces; circumference over 17 inches.

KING'S ACRE NURSERIES,
Hereford, England

"Success for the planter means increased business for the nurseryman, and the relationship between them should not terminate with the sale and delivery of the trees."—E. F. Stephens.

Western Growers Enthusiastic

Charles H. Chapman in Oregon Journal

The North Yakima meeting of the Western Walnut association, November 1-2, was characterized by a spirit of great confidence in the future of the walnut industry in Washington, Oregon and the neighboring states. The attendance at the meeting would have been larger had it not been for prevalent political excitement. Some of the members had other fences to attend to than those around their walnut groves. The Yakima valley farmers were particularly busy harvesting their abundant fall crops. The apple and potato crops are unusually heavy this year and help is somewhat scarce. Still the meeting of the walnut association was encouragingly well attended and what it lacked in numbers it made up in earnestness. Oregon was well represented by delegates from Yamhill county and other parts of the state. The Yamhill valley sent a number of representatives who are practical walnut men, such as A. E. Larsen of North Yakima and F. A. Wiggins of Toppenish.

NUT EXHIBIT LARGE

The nut exhibits were numerous and varied arriving from Wenatchee, California, McMinnville, Dundee, Toppenish and many other places where young groves have come into bearing. The exhibits from groves in eastern Washington were exceptionally interesting because of the fine white color and neat appearance of the nuts, although they had not been bleached or even washed. Nature in that section seems wonderfully favorable to walnut culture.

The literary program was finished on the first day of the meeting. The paper by H. E. Dosch on the Development of the Walnut Industry in the Northwest, was replete with those historical facts which are so interesting to the pioneers in a new industry. Mr. Dosch's long association with horticulture in the northwest makes him a master of his subject. Professor C. I. Lewis of Corvallis could not be present, but his paper on "Pruning the Walnut" was read by the secretary and caused much discussion. Professor Lewis believes in rather severe pruning of the walnut tree, a position in which he was supported by Trunk of Dundee. But other growers, like T. A. Harper, hold that the lower branches if left upon the tree will naturally assume an upright position and add to the crop. Like many other questions connected with walnut growing, this is still unsettled. It seems to be the sentiment of the meeting that experience must be the ultimate guide.

PAPERS ARE INTERESTING

Two papers by Yakima valley men were of more than common interest. F. A. Wiggins discussed "Walnut Culture in the Yakima Valley," and A. E. Larsen "My Experience in Growing Walnuts in the Yakima Valley." Both gentlemen dealt in facts rather than theories and some of their facts were astonishing to walnut growers. Mr. Larsen told of an English walnut tree on his property in North Yakima which, though but eight years old, has a girth of 40 inches two feet from the ground and a branch of 36 feet. This tree when eight years old bore two bushels of nuts. This is almost an unprecedented record taking it all to—

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Say you saw it in AMERICAN NURSERYMAN

National Nut Growers

The fifteenth annual convention of the National Nut Growers' Association was held Jacksonville, Fla., Nov. 22-24, President W. N. Hutt presiding.

Secretary William P. Bullard reported receipts \$348.82; expenditures \$207.20, balance on hand, \$141.62. J. B. Wight for the auditing committee reported the accounts correct. He showed that after outstanding bills are paid the association would have on hand \$15.62.

The following officers were elected: President, B. W. Stone, Thomasville, Ga.; vice-presidents, Theo Bechtel, Ocean Springs, Miss., and J. M. Patterson, Putney, Ga.; secretary, William P. Bullard, Albany, Ga.; treasurer, Nathaniel Brewer, Jr., Newport, Fla.; state vice-president, Dr. W. A. Warren, Ala.; T. S. McManus, Fla.; R. B. Small, Ga.; B. Wade Hewett, La.; A. B. Ackander, Miss.; W. N. Hutt, N. C.

Executive committee: H. K. Miller, Monticello, Fla.; Herbert C. White, Putney, Ga.; M. Falkner, Waco, Tex.; T. H. Parker, Moultrie, Ga.; C. A. VanDuzee, Cairo, Ga.

Biloxi, Miss., was selected for the meeting place for the 1917 convention. It was decided to meet in 1918 in Albany, Ga., and to invite the Northern Nut Growers' Association to meet with the national association.

INDEX OF VOLUMES XXIII-XXIV

Subscribers wishing Index of Volumes XXIII and XXIV of the AMERICAN NURSERYMAN may procure it by addressing the Managing Editor, American Fruits Publishing Company, 39 State Street, Rochester, N. Y.

Western Walnut Growers

Continued from Page 102

gether. Other Yakima valley trees were mentioned which have made a growth quite without parallel elsewhere. These two papers also brought out the fact that walnut trees in the Yakima valley come into bearing very young. Mr. Wiggins maintained that a walnut grove could be depended upon to yield a commercial crop as soon as an apple orchard and he cited plenty of facts to support his view. There seems to be no question that the Yakima valley is wonderfully suited by nature to the production of walnuts.

DISCUSSION IS LIVELY

Walnut growers are great enthusiasts and consequently discussion was lively throughout the day, President J. C. Cooper taking an instructive part as his habit always is. In the evening Dr. C. H. Chapman gave his experience as an amateur walnut grower, some of his remarks bringing out much diversity of opinion among the members.

Thursday the association was treated to an automobile ride to visit the Yakima valley walnut groves which are a sight worth traveling far to see. The valley is just now the scene of overflowing prosperity. The crops have been large and prices are unprecedented. Alfalfa brings \$12 a ton in the stack. Potatoes sell for \$38 a ton and are likely to go higher. The ordinary yield of potatoes this season has been 15 tons to the acre but some farmers have harvested 20 tons. The tone of the people is buoyant. Discontent with the political situation is, of course, impossible under prosperous conditions. It is a little difficult for the critics of the administration to obtain a hearing

among farmers whose bank accounts are growing faster than ever before.

The Walnut association chose McMinnville for its meeting place next year and re-elected all of its officers for another term. The president is J. C. Cooper of McMinnville; vice presidents: W. F. Burrell, Lewiston; C. H. Chapman, Woodland; W. W. Fitzgerald, California; F. A. Wiggins, Toppenish; A. A. Quarnberg, Vancouver; M. McDonald, Orenco; Fred Groner, Hillsboro; T. A. Harper, Dundee. The secretary-treasurer is H. V. Meade, Orenco.

The catalogs issued by the house of Felix & Dykhuis, Boskoop, Holland, have for years attracted attention by reason of their out-of-the-ordinary arrangement. The issue for 1916-1917 is before us, done on high grade paper, with tinted engravings set into the borders at corners and excellent half-tone engravings on coated paper plates set into the book at frequent intervals, graphically showing what is described in the text. The whole is beautifully printed and enclosed in a rich reddish brown cover lettered in gilt. Felix & Dykhuis have succeeded in making this catalogue a true guide to what the American trade can procure at these nurseries. Descriptions are brief but sufficient. There appears to be ample basis for the claim that this is the most up-to-date nursery catalogue issued in Holland. A department under the heading Sub-rosa, contains interesting and valuable cultural and other information. Full particulars as to shipments, cable rates, etc., are given. The catalogue is carefully indexed. Altogether it is more properly to be named a Holland Horticultural Guide. It is an appropriate and valuable addition to the nurseryman's library.

Oklahoma Fruit Growers and Jobbers Association has been formed to advance interests of fruit growers and dealers. Headquarters are in Oklahoma City.

Say you saw it in AMERICAN NURSERYMAN

To Buyers of Fruit Tree Stocks

MUSSELL PLUM STOCK

In England this is found the best alround stock

—FOR—

PLUMS, DAMSON and nearly all PEACHES
and is far superior to any other plum stock.

A FINE LOT OF CLEAN GROWN STOCK

6 to 10 m/m 8 to 12 m/m 10 to 14 m/m

ENQUIRE FOR PRICES

These sizes can be varied a little to meet requirements

Also to offer All Other Fruit Tree Stocks and a Large General Stock of Conifers, Ornamentals, Shade Trees, Roses, Hardy Rhododendrons, and other American Plants. etc., etc.

At reduced prices—List on application

WALTER C. SLOCOCK

WOKING, SURREY,

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WE OFFER AN EXCEPTIONAL LOT IN

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Get our lists—Large assortment

H. F. HILLENMEYER & SONS

LEXINGTON,

KENTUCKY

Lining Out Stock

Home grown at reasonable prices

DANIEL A. CLARKE

Red Oak Nurseries,

Fiskeville, R. I.

For Federal Aid In Nut Culture

Dr. William C. Deming,

Secy. Northern Nut Growers, Assn.,
Georgetown, Connecticut.

Dear Sir: Receipt of yours of the 20th instant, transmitting resolutions adopted by the Seventh Annual Convention of your Association held in Washington, September 8 and 9, 1916, is acknowledged. It is noted that the resolution urged systematic and controlled experiments for the purpose of determining the principles underlying the successful propagation of nut trees in all sections of the country. While the Bureau of Plant Industry of this Department, in which such work would be done, is not in position to enlarge its activities in this field at the present time, I believe it would be well for you to express more definitely what phases of nut tree propagation your Association has in mind.

The general principles of tree propagation are believed to be fairly well understood, although their successful application to certain species of nut trees requires a higher degree of skill than is required in the propagation of most of the fruit trees grown under northern conditions. An expression of the views of your members, based upon their experience with reference to the propagation of particular species, would, therefore, probably be helpful to the Bureau of Plant Industry in its consideration of the matter and would be appreciated by the Department, as it might be helpful in the shaping of future work.

Very truly yours,
C. F. MARVIN,
Acting Secretary.

Mr. C. F. Marvin,
Acting Secretary,
Department of Agriculture.

Dear Sir: Answering your letter of Oct. 30 asking fuller explanation of the resolutions passed by this association urging experiments by the Department of Agriculture in the propagation of nut trees, it gives me pleasure to state in greater detail my own ideas on the subject.

The commercial propagation of the pecan in the southern states, and of the Persian walnut in California, is well established, although even in these localities there is still so much variation in methods and in results that they can hardly be considered to be as standardized as is the propagation of the apple or the peach.

But when we come outside of these two sections of the country we find the methods of propagating nut trees quite unsettled. No two men practice the same methods. One man attaches importance to a detail that another man asserts is useless or worse than useless. While certain general principles are well recognized, such as the need of vigorous stocks, well grown scions and a good technique, the details on which success depends are much confused. It is true that year by year there is improvement in our results but it is slow work and there is much waste and duplication of effort and error. Even in those nurseries of the North where the propagation of nut trees has been taken up commercially, methods are still unstandardized and reports of wholesale failures are frequent.

Still more do these remarks apply to fruit growers, general nurserymen, amateurs and other experimenters whose work is necessarily desultory, fragmentary or discontinuous.

Among both professionals and amateurs there must usually be lack of time, means or ability for doing scientific work on problems which can only be properly and economically, in a broad sense, worked out in the scientific, uncommercial, leisurely atmosphere of an institution.

If more concrete suggestions would be acceptable I might offer the following:

Let there be assigned to experiments in nut propagating sufficient ground in which to plant a number of seeds and plants of our native nut trees and the promising exotic ones. Immediate experiments could be begun in nurseries already established, such as those of Mr. Littlepage near Washington, and of Mr. Jones at Lancaster, where trees of many varieties and ages can be found.

Then let there be studied the anatomy and histology, the gross and microscopic pathology of failures and successes in the budding and grafting of nut trees. Let it be determined what relation to success have age of scions, time of cutting, storage, kind, position and number of buds, season, weather and technique. Let similar observations be made in regard to stocks. It is unnecessary to enumerate the almost endless details that must be considered in order to eliminate the non-essential and finally determine the elements on which success really depends.

The Department will of course consider whether such an undertaking will be worth while. This association has been for years proclaiming the importance of nut growing. The chief obstacle in the way of the success of its propaganda has been the difficulty of propagating nut trees. If the Department can simplify this so that it can be taken up by the average nurseryman, who is now almost without exception totally ignorant on the subject, it will have removed the chief obstacle to general planting of the nut tree, the most valuable of all crop producing trees. And some of us believe that tree crops are to be the chief food crops of the future.

By the spread of a knowledge of these methods there would result also the saving and propagation of valuable native nuts, just as the native pecan in the South has been saved and the valuable seedling walnuts of California; just as our valuable varieties of apples, peaches and other fruits have been preserved.

Such experiments would be the beginning of others, also leading to results of great value, such as the study of varieties and their adaptation, cultural methods, and the uses of nuts as food, and would lead also into the great and interesting field of the creation of new kinds of nuts by cross breeding.

Very truly yours,
W. C. DEMING, Secretary.

Squirrels Taught Dr. Dennis

A communication from Cedar Rapids, Ia., to the Council Bluffs, Ia., Nonpareil, says:

One day, 64 years ago, Abe Dennis, 10-year-old, freckle-faced farmer boy, got tired carrying water to woodchoppers on his dad's farm in Ohio. So he plunked the bucket down and squatted on it to rest. As he sat, he noticed a shower of hickory nuts strangely dropping from but one of the many nut trees about him. He looked up and saw eight gray squirrels dropping nuts below for winter burial. Year after year, Abe noted, they invariably chose nuts from the same trees.

"That was my first lesson in nuts and nut-

ting," says Dr. A. B. Dennis, retired dentist of Cedar Rapids, probably the greatest authority on native nuts in the country. "I soon learned the squirrels chose only the best nuts in the woods. These I studied until I knew a good from a bad quality nut."

From that time on Dr. Dennis became a self-confessed "nut crank." All the time he can spare he devotes to collecting and propagating likely native nut varieties. If he finds a nut of unusual size or other good quality he plants it and at whip size grafts it to a hardy pig nut stalk. Through his work, some of the best varieties grown in the state were originated.

He is working now on a promising nut, a cross between a shell-bark hickory and a pecan. It has the shape and shell of a pecan and kernel cleavage and color of the hickory. Government authorities have commented upon it very favorably.

"Plant native nuts," is the advice he gives farmers. "They are sure things." As a sideline on the farm, Dr. Dennis advises planting black walnut trees. They will return a revenue in nuts until old enough to cut for timber, which brings an unusually high price.

Imported Nursery Stock

The following table indicates the distribution by states of nursery stock imported during the fiscal years 1914-15 and 1915-16. It will be noted that in spite of the disturbed conditions in Europe there has been a considerable increase in the amount of nursery stock imported this year over last.

State.	Number of cases.	
	1915-16	1914-15
Alabama	284	241
Arkansas	22	95
California	2,403	3,357
Colorado	152	150
Connecticut	1,972	1,372
Delaware	53	40
District of Columbia	491	549
Florida	1,466	2,461
Georgia	191	228
Hawaii	57	20
Idaho	4	5
Illinois	4,671	3,316
Indiana	577	569
Iowa	905	1,066
Kansas (north)	55	51
Kansas (south)	292	292
Kentucky	410	320
Louisiana	279	400
Maine	65	42
Maryland	595	756
Massachusetts	4,769	4,221
Michigan	1,325	1,562
Minnesota	746	701
Mississippi	21	23
Missouri	513	592
Montana	32	20
Nebraska	249	217
Nevada		1
New Hampshire	44	53
New Jersey	13,295	8,829
New York	16,325	12,669
North Carolina	121	80
North Dakota	56	12
Ohio	3,314	3,374
Oklahoma	17	15
Oregon	355	480
Pennsylvania	6,096	6,556
Rhode Island	562	741
South Carolina	41	39
South Dakota	29	16
Tennessee	185	197
Texas	151	139
Utah	25	27
Vermont	41	24
Virginia	379	354
Washington	421	403
West Virginia	87	87
Wisconsin	509	430
Total	64,652	57,192

*In addition to the commercial shipments referred to, some 4,600 departmental importations for scientific purposes have been inspected by inspectors of the Federal Horticultural Board.

The Board of County Commissioners of New Hanover county, North Carolina, have authorized the purchase of a thousand pecan trees to be planted on the public highways.

Mount Arbor Nurseries

E. S. WELCH, Pres.

SHENANDOAH, IOWA

Our Specialty

A complete line of high quality nursery stock for wholesale trade.

Apple Seedlings

We are now assured of a choice lot of strong, healthy seedlings, which are grown on new land in the seedling district.

The supply of heavy seedlings is very limited. We have about 200,000 strong 1-4 inch and an equal number of 3-16 inch and up, also a good supply of No. 2 and No. 3. Will make special grades if desired.

Grafts

Apple and Pear Grafts made to order. A good list of varieties.

Consult us about your wants before buying

Oriental Planes

The best shade tree for street planting: tall, wide-spreading, easily transplanted, free from insect pests and flourishes in spite of dust and smoke. We have some especially good blocks of straight trees with well-branched heads. Also Maples, Poplars and other shades together with a complete assortment of Shrubs and Evergreens.

We do not compete with our customers through Agents, Catalogues, Auctions or Department Stores.

We solicit the support of those in the Trade who approve of that policy.

PRINCETON NURSERIES

Princeton, New Jersey

Dec. 1

JOHN WATSON & COMPANY

NEWARK, NEW YORK

Agents for

F. DELAUNAY, Angers, France

New Catalogue for Season 1916-1917 is ready for distribution and will be sent on request to those interested in French Stock for nursery planting. Nurserymen who care for good stocks, evenly graded and properly packed, at closest prices and lowest importing expenses should write us. As McFarland says: "The proof of the Pudding is the Pudding." We ask opportunity to refer to last season's customers. One, on a two-car-load order wrote: "Delaunay's stock checked up more good points on quality, grades and packing than any others received." Another, with five-car-loads wrote: "Your importing expenses were the lowest." The combination of Quality, Price and Service which makes Value appeals to careful buyers. Are YOU one? Write us about your wants in good French Stocks.

August first, 1916.

L. R. TAYLOR & SONS

TOPEKA,

KANSAS

FOR SPRING 1917

—A FINE LOT OF—

Apple Seedlings

French and Japan Pear Seedlings

Forest Tree Seedlings

—ALSO—

Apple Trees

Peach Trees

Pear Trees

Cherry Trees

Forest Trees

The Distribution Problem

The problem of distribution is effectively presented in the following editorial in the Grand Rapids, Mich., News, of August 16: If we were only there.

Again the insurmountable if. Again the if that has held back the Michigan fruit growing industry since Pere Marquette planted the first apple tree, will be brought home to the growers this fall when Michigan fruit will stand, perhaps, at the head of the undamaged fruits of the country.

If Michigan fruit growers would get together and decide on standard methods of grading, on laws and regulations that would protect the Michigan fruit growing industry, on advertising that would strengthen the faith of consumers in Michigan products, there would be many more millions of dollars in the pockets of the tillers of Michigan soil.

If Michigan had done what has been done in California for the protection of citrus fruit raising and selling and what Florida is doing now, Michigan today could set the price of apples, grapes and to a great extent influence the price of cherries.

The condition of the fruit on the trees is reported by the agricultural department to be more spotted than any of the other agricultural products. Early apples and other fruits were set back by the so-called "June drop." While the early crop of apples will be large, the cold has practically killed most of the fruit in the greater portions of Idaho, Utah, the Pecos Valley of New Mexico, and in parts of Texas. In Oklahoma, Kansas and the northern half of Missouri the peach crop will be reduced through blight. Peaches were also hurt by the cold in North Caro-

lina, South Carolina, Virginia and West Virginia. Grapes have been damaged by insects in Ohio.

But all this notwithstanding, the News predicts that the South Water street commission man this year, as in the past, will pick his fruit from the Michigan trees, toss a coin to determine whether he is to pay \$2 or \$2.50 a barrel for our apples and sell them to the flat dwellers in Rogers Park for 50 cents a peck.

The News traced a few barrels of apples from Newaygo two years ago that were sold by the raiser for \$2 and sold to the consumer in Chicago for \$7.

We will have this condition so long as the Michigan fruit raiser considers that \$2 for a barrel of our apples is better than feeding them to the hogs. We will have this condition so long as we allow the middleman to regulate our prices. We will have this condition so long as producers work at cross purposes instead of getting together.

We would suggest that here is a field for the Grand Rapids Association of Commerce. The more money that is brought into western Michigan through the sale of its fruit, the more of it in some manner will its way to Grand Rapids. The News welcomes and will print any and all suggestions that will tend to improve the fruit situation in Michigan. We do not claim to know much about fruit raising, but as co-partners in the welfare of western Michigan we are willing to learn.

Wendell O. P. Williams, Danaville, Iowa, asks whether anyone knows about the edible quality of the buckeye. Can anyone answer?

Value of the Apple

Secretary J. R. Duncan of the Nebraska Horticultural Society says:

"No other fruit that is grown in as wide a territory has the food value of the apple. While the growers of other fruits have organized to increase interest in their fruits in every hamlet and village, the apple has been allowed to make its way as best it could. As a consequence the orange and bananas, which a few years ago were known in only the larger cities at high prices, today are on sale in every village and hamlet in the country at prices that place them within reach of all. The apple people have started a movement that will in a few years make the apple as popular a fruit in every village and town and city as the orange is today.

"Those of us who were raised on the farm where a supply of apples was always stored in the cellar for winter use well remember the satisfaction of sitting around the fire on a cold winter night with a large dish of apples within reach and a good book or paper to read while munching the delicious Jonathan or Winesap or Grimes' Golden or Baldwin or other high quality apple. You remember how good they tasted? Nebraska apples taste just as good now as they did then and they are as large and red and juicy. Help to build up the apple industry of Nebraska by buying a box or barrel of Nebraska apples and encourage more orchards to be planted, better care taken of those in bearing and the yield increased to meet the demands for well grown and well graded Nebraska apples."


Hedges of Loganberries—Hedges of loganberries may in future years form the borders of a great many Hood River, Oregon, orchards. A campaign for a large acreage of the fruit has been started by the Apple Growers' Association and the Hood River Apple Vinegar company. Hedges of well-kept vines will be attractive and will net a good income, according to the statement of prominent horticulturists. According to plans the greatest acreage of loganberries will be planted in the higher altitudes of the upper valley, where strawberries mature too late and where conditions are unfavorable to the early maturity of apples.

Northern Nut Tree Sale

Since advertising in the AMERICAN NURSERYMAN we have furnished a number of the leading nurserymen and horticulturists over the country with our fine, hardy, northern nut trees and one nurseryman writes, "Your trees are the finest ever received." We are now taking orders for spring delivery. Write for catalogue.

**MARYLAND NUT NURSERIES,
LITTLEPAGE & WHITE
BOWIE, MD.**

Washington, D. C. Office, Union Trust Bldg.



**EVERBEARING
THREE MILLION**

and millions of all standard variety. All stock well sprayed and of the very best quality grown. Spring season starts October 1st and I ship all winter. Mild winters keep my plants dormant and no mulch is needed if you want the best strawberry plants grown for your trade. Send your want list to me at once. No order so large that I cannot handle it with success and at once. Promptness in filling your orders is my long suit. Let me have your list today.

J. A. BAUER, Judsonia, Ark.

**STRAWBERRY PLANTS
PROGRESSIVE AND SUPERB**

Lock Box, No. 38

EGB. KLOOSTERHUIS & ZONEN **VEENDAM, HOLLAND**
GROWERS FOR THE TRADE OF:
FRUIT TREE STOCKS, SEEDLING BRIAR
FOREST AND HEDGE PLANTS, DWARF ROSES
HARDY PERENNIALS, ETC.

Disposable over a million of l. y. apple seedl. 7-12 and 8-7 m. m.
Disposable over 2 million of l. y. dog briar 3-5, 5-8 and 6-10 m. m.

Please send us now your List of Wants for prices. Quotations furnished by letter

Are You Represented

In the Advertising Columns of

THE 1917-1918 EDITION

AMERICAN NURSERY TRADE DIRECTORY AND YEAR BOOK

Forms close this month. Every advertisement has a life of two years!

Exceptional opportunity to keep
a name before the trade

Quarter Page \$3. Half Page \$6

Rush your Advertising Copy to

American Fruits Publishing Company,

39 State St.

Rochester, N.Y.

R. B. GRIFFITH

FREDONIA, N. Y.

Grape Vines, Currants and Gooseberries

Large Quantities for the Coming Season's Trade

Heavy Vines for Retail Trade

Send in Your List for Net Prices

Foster-Cooke Co.

NURSERYMEN

FREDONIA, N. Y.

GROWERS OF

Grape Vines, Gooseberries, Currants

Our stock never looked better. Send us your list of wants. Our prices are right.

We grow our Stock up to **Quality and Grade**, not down to a price. Nevertheless, our prices are always in line. You can't afford to pay less, and there's no sense in paying more. If you are pleased with what you have been getting, you will be better pleased with our stock. Write for catalogue.

EVERBEARING STRAWBERRY PLANTS
If you need Everbearing strawberry plants to fill spring orders or wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.
We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties in our experimental grounds not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out. **THE GARDNER NURSERY COMPANY.**
Drawer 102, Gage, Iowa

Hathaway's Berry Plants

Lake Co. Ohio Grown

The Leading Varieties including Fall bearers

You cannot buy better even

though you paid more

Owing to the backward spring, probably less than sixty per cent of Root Cuttings and Transplants were put out as were grown last season throughout the country. **GET WISE** while the growing in good and **CONTRACT NOW** with

Wick Hathaway's Berry Plant Nursery
Madison, Ohio



"A paper which gives the best value to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."
—H. Dumont, Chicago, Ill., in Printer's Ink.

Manual of Fruit Insects

By M.V. SLINGERLAND and C.R. CROSBY

This book is a full and practical account of the insects which attack fruits—the enemies of the apple, pear, peach, plum, bush fruits, grapes, strawberries and cranberries. The authors give the life history of each insect, describe the injuries which it inflicts and make recommendations as to the means of control, primarily from the standpoint of the commercial grower. The more than four hundred illustrations in the volume were made largely from photographs taken by Professor Slingerland.

Price \$2.00

American Fruits Publishing Co.
Rochester, N. Y.

Strawberries

Summer and Fall Bearing
Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free.
L.J. Farmer, Fredonia, N.Y.

Grape Vines

If you are in the market for fancy stock I have it

Concord, Moore's
Early and Niagara
in large quantities
Fairfield Nurseries
(CHAS. M. PETERS)
SALISBURY, MD.

SCARFF'S NURSERY

Headquarters for
Small Fruit Plants

1200 Acres
"At It 25 Years"

Strawberries Currants Rhubarb
Raspberries Gooseberries Asparagus
Blackberries Grape Vines Horseradish
Dewberries Privet Hardwood Cuttings

100,000 transplanted raspberry, blackberry and dewberry plants for retail trade. See wholesale list before placing your order.

W. N. SCARFF, New Carlisle, O.

WE ARE
Largest Growers
in America

OF

Grape Vines

Other Specialties:

Gooseberries, Currants
and other

Small Fruits

Introducer of the 3 Standard Fruits

Campbell's Early The Best Grape
Josselyn - - The Best Gooseberry
Fay - - - The Best Currant

Our supply of above varieties is always less than the demands upon us before shipping seasons close

High grade stock, grown and graded to our own standard, which we originated and adopted many years ago. We shall be pleased to supply your wants.

The JOSSELYN NURSERY CO.,
FREDONIA, N. Y.



P. D. BERRY, Wholesale Nurseryman, is offering for Spring 1917:

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Peonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, Hydrangea P. G.

Quotations furnished by letter

Dayton,

P. D. BERRY

Ohio

Pecan Nuts Pecan Trees English Walnut Trees

Write for Catalogue

ROOD PECAN GROVES
ALBANY, GA.

AMERICAN NURSERYMAN

A NATIONAL TRADE JOURNAL FOR
NURSERY GROWERS AND DEALERS

Featuring the Nursery Trade News of
American and foreign activities as they
effect American conditions. Fostering indi-
vidual and associated effort for the advance-
ment of the Nursery Industry.

Absolutely independent.

Published Monthly By

AMERICAN FRUITS PUBLISHING CO., INC

39 State Street, Rochester, N. Y.

Phones: - Main 1662; Main 2802
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES

One year, in advance	- - -	\$1.50
To Foreign Countries, and Canada	- - -	2.00
Single Copies	- - -	.15

Advertisements should reach this office by
the 15th of the month previous to date of
publication.

Drafts on New York, or postal orders, in-
stead of checks, are requested.

ROCHESTER, N. Y., DEC. 1916

What Are We Waiting For?

Picture in your mind for a moment the scene of a newly built home in a rapidly developing outlying residence section of an American city. The house has just been finished, the owner is moving in, the grounds have been graded but are brown and bare and there is a newness in the immediate surroundings which calls for early action toward landscape adornment. Not one man in one hundred knows what or how to plant trees, shrubs and flowers to fit the case. The extent of his property or the capacity of his pocket book do not warrant a landscape architect's service. His best chance is the local florist, but what he needs is the free advice of a nurseryman.

Multiply this case by ten or a hundred thousand in city, village or rural district, and add the cases of the many who give little or no thought to the adornment in any adequate sense of their home grounds or the planting of fruit trees and plants in a small plot. This is the field for the publicity work of the American Association of Nurserymen.

Suggested improvement of waste spaces by the use of nursery stock on the part of communities—additional small parks and squares and the planting of trees on roadsides are other opportunities, about which much has been said from time to time, yet on which little effective effort has been expended. What are we waiting for?

J. T. McKinnon, Siloam Springs, Ark., a member of the National Nut Growers' Association, has planted a 320 acre pecan orchard in Louisiana. He is considering the planting of a nut orchard in the Ozark region at his home, Northwestern Arkansas.

BAB.

Say you saw it in AMERICAN NURSERYMAN

"Enclosed find money order for subscription for AMERICAN NURSERYMAN. We cannot do without this publication as long as we are in the nursery business." H. J. Weber & Sons Nursery Co., Nursery, Mo.

Start Something!

It is of course desirable to dwell in harmony and strain a point often for the sake of peace. But a certain amount of dissension is a stepping stone toward progress. If competition is the life of business—not all agreeing that one line of goods is always the best—then disagreement, which is another term for dissension, may easily lead to definite progress in the life on an organization.

We wish someone would start something! Let us get excited if need be, and work up action. There is not the slightest doubt that, if this were done the best course of the widely differing ones discussed would be adopted—and we would have scored an advance!

It is because of the patent advantages of activity in thought on nursery trade topics that we particularly welcome the article in another column of this issue, by C. A. Hanson, of Wisconsin. If you do not agree with him say so through these columns, giving the reasons for your belief. You and he will then probably draw out other expressions and we will almost certainly arrive at something—either confirming the wisdom of present methods or suggesting an improvement. Why wait to crowd it all into a convention program of two or three days next June?

Are Nurserymen Ready?

Some months have elapsed since the convention of the American Association in Milwaukee at which it was definitely decided to undertake a campaign of publicity for creating a greater demand for nursery stock. Presumably the publicity committee has been working on the matter. The thought arises: What steps have the nurserymen of the country taken individually to benefit by that general publicity? That there are nursery concerns whose management in each case is always alive to the opportunities afforded from time to time to extend business through modern methods goes without saying, but we wonder if a considerable percentage of the trade is of this class. If the national association expends money on anything like a national basis, for the purpose of educating the public to a greater use of its members' products, there should result an appreciable increase in business. How is this situation to be met by individual nursery concerns? Is there not necessity for much thought as to methods for establishing and maintaining the confidence of the public, even to the extent of giving greater value than ever, in order to insure lasting and increasing results from the special effort in behalf of its members and the trade generally by the general advertising campaign of the national organization? We have said: Even to giving greater value than ever. And we say it advisedly.

The other day our eye fell upon the following effective bit of advertising of the Hotels Statler in Buffalo, Detroit and Cleveland:

A STATLER ROOM

We furnish you a good bed, in a clean, light, well-ventilated pleasant room; a luxurious bath and shave in your own private bath-room. You don't have to ask for ice-water—a circulating system brings it to you—you don't have to ask for stationery—it's in your writing desk; you don't have to ask for a morning paper—it's left under your door before you wake (and there's no charge). Such things as these are but the starting point of the complete, interested service you get at Hotels Statler—where "the guest is always right." And you get them whether you pay \$1.50 or \$6 for your room.

This illustrates very well what we would suggest with regard to adoption by nurserymen of methods for giving even greater value than ever in the distribution of their products. It is unusual yet for a guest at a hotel to find tucked under his door in the morning a fresh daily paper for his convenience and enlightenment, without charge. Of course, it may soon be that this Statler custom will be adopted by hotel proprietors generally, but while the idea is new it will be of very direct benefit to the Statler circuit. When one stops to think that for two or three dollars—the rate for a single room—the hotel management can supply the morning paper to two or three hundred guests and so make a hit which will rebound to his benefit a hundred per cent, the wonder is that more of this kind of thing is not done generally. And it is being done in rapidly increasing degree.

Now, what is the nurseryman doing along similar lines? It is not necessary to pursue the "pointer" further. Think it over. The nursery concern which is alive to its opportunities will act upon the suggestion. The opportunity is here, of course, regardless of the publicity campaign of the national organization; but it occurs to us that it might be many times greater as the result of that campaign.

It ought not to be necessary to emphasize the importance of furnishing high grade stock, carefully packed and faithfully delivered in every case, in order to "make good" on the advantages held out in the advertising matter of the publicity committee and so back up the work of the Association. The point we make is the supplementing all this with some added value which will especially be appreciated by the customer. This might consist not only in supplying detailed instructions as to planting of nursery stock, but the promise to inquire in the next season as to the progress or the difficulty of the customer in connection with the growing of that stock and to offer suggestions, to court the asking of advice, etc.—to get that stock successfully under way; to make a thoroughly satisfied customer—and to get a repeat order. Extra work? True; but will it not pay?

The large cold storage plant used by The Westminster Nursery of Westminster, Md., capacity being about 15 carloads, was consumed by fire November 18.

Rapid Progress in Texas

The varied resources of Texas are being developed rapidly and, in some instances, with surprising results. New industries are arising in a manner to astonish the most hopeful. It has not been suspected, for instance, that Texas would seriously challenge the supremacy of California and Florida in citrus culture and the production of all the standard commercial varieties of oranges, grape fruit, lemons, limes, and all the citrus fruits; yet, that challenge is now made on the ground of demonstrated facts. Bearing orchards, solid carload shipments upon the open markets of the country, the test of financial returns and net profits to the grower, rapid increase in acreage, larger yields at less expense, and better fruit of finer flavor, are among these facts. There are also the official reports and statements of representatives of both the federal and state departments of agriculture as to the advantages of Texas over the most favored sections of the world for citrus culture.

If it had been asserted some years ago that owners of Texas agricultural lands would, while sane and in their right minds, be refusing offers of over \$2,000 per acre for those lands, the value thereof not being affected by oil or nearness to a city or any condition other than the agricultural yields from the land itself; the statement would have been regarded as a dream. Yet, that condition has come to pass and exists in Texas today. Owners of bearing orchards in the lower Rio Grande valley are refusing to sell at this or at practically any price, because of the large annual net profits their orchards are yielding.

In various sections of the state particular varieties of citrus, such as Satsuma oranges, have been grown successfully for a number of years, but these special varieties have not been sufficient to place Texas in real competition with the great citrus-producing sections of the country. Now the lower Rio Grande valley of Texas, a region of recent and almost magical development is meeting Southern California and Florida in what has been their exclusive field, by producing all the standard commercial varieties of citrus fruit established upon the markets of the country, and the most choice fruit of each variety.

An Infant Orchard Industry

A complete system of co-operative marketing has been arranged by Texas orange growers to dispose of the great crop of the golden fruit just coming in. The growers met recently in the Chamber of Commerce. They found that there was on hand a yield of more than 100 carloads, and steps were taken immediately to launch in a fitting way the first Texas orange crop.

With Houston as the concentration point, an office was opened the 1st of November in the Beatty Building. Here Sales Manager Saunders has his headquarters.

As for the details of the sales and shipping organization, 40,000 boxes have been purchased, and paper, stencils, wrapping and all packing materials are in the hands of the growers. Each box will bear the label "Texas Satsuma," with the name of the local association under which they are grown. Bulletins from the associations will be turned in weekly, and prices quoted accordingly. The crop will be marketed in three grades—fancy, extra fancy and choice.

The pioneer orange grower of the Houston district is P. I. Gill of League City. He set out the first orchards about ten years ago. Around him the industry has slowly

grown up; an orchard here and an orchard there, until at the end of the first decade, the yield becomes a feature to be reckoned with in the commercial world. The greatest advancement has come in the last few years, and the crop of 1916 is estimated at ten times the crop of a year ago.

The Satsuma is the only Texas orange raised in sufficient quantities to be a trade factor. Climate, soil and the nature of the fruit all combine to make it successful on the gulf coast. There is no Texas orange orchard more than ten years old; most of them are younger; but the orchards now bearing will last, with care, for 40 years of bearing, and many feel that the Texas orange crop, in another generation, will reach a magnitude beyond the most sanguine calculations.

A resolution offered by W. A. Stockwell of Alvin, and passed by the association, will go before the next legislature, urging the establishment of an experimental station, and special attention in the matter of protecting the crop from the freezes that occasionally injure it. Already the state has arranged for exhibitions to be given in each locality by skilled packers.

The officers of the association are Sam H. Dixon, president, and G. I. Huffman, secretary.

The Nursery Salesman

Nurserymen are particular about the appearance of their catalogues, their other printed matter, their office equipment; and they should be about the manner in which their products are delivered, the packing, etc. But have they given due attention to the character and appearance of their salesmen?

This question is very properly asked by a member of the Committee on Distribution, appointed by President Watson as the result of action at the Milwaukee meeting of the American Association. We urge a careful reading of Mr. Smith's open letter in this issue of the *American Nurseryman* and compliance with his request for co-operation.

The Mailing List

The high cost of printed matter at the present time should engage the attention of those who cling closely to the idea that the mailing list once carefully arranged and occasionally changed upon receipt of a returned letter that was not deliverable, is a profitable thing to make use of freely. There are many changes in every trade; that the nursery trade is no exception is shown by the constant changes made in the offices of the *American Nurseryman* on its mailing lists. The publisher of a progressive trade journal is probably better enabled than are most other persons to keep his lists up to date, for in addition to his own especially trained methods in this direction—it being an essential part of his particular business to do this—the Post Office Department aids him materially through its regulation requiring postmasters throughout the country to notify the publisher as soon as a copy of his publication for any reason is undeliverable.

Many shrewd advertisers count this fact as one of several strong reasons why advertising in a trade journal of particularly progressive methods is more effective and less wasteful than circularizing from doubtful trade lists.

Standard Nursery Trade Prices

The time may not be ripe for the establishment of standard prices for nursery stock and their publication—the wholesale prices to the trade in tabular form in the *Nursery Trade Bulletin*, and the retail prices in *American Nurseryman*, *American Fruits*, *American Nut Journal* and similar publications—all prices subject to revision from time to time. That is probably far in the future. We are talking now quite freely, in convention and elsewhere, of marketing problems, publicity and distribution; but we have no market report.

Wholesale and retail prices for nursery stock may be obtained upon application to individual concerns. There is no general listing, no standard to be observed in passing, as a sort of guide or basis to be worked up from or down to.

However, in England where they do say they order things better, the Horticultural Trades Association recently discussed this subject. A digest of the proceedings of a council meeting contains the following:

The Secretary reported on the replies to circular letters and schedules of prices of fruit trees and roses, recently issued. He said that out of 470 members rather more than 300 had made replies. Of these, 210 had signed the slips; 76 others approved of the action taken but for one cause and another were unable or unwilling to bind themselves to any definite schedule; 12 were not interested, being exclusively occupied in other branches; and 9 disapproved of the action taken. Of these last, only one or two were directly interested in the subjects in question. The members present considered that the result of the movement had so far been highly satisfactory, and though complete unanimity had not been attained, we had made a much nearer approach to it than had ever hitherto been the case. The Secretary was instructed to place the results before the annual meeting.

The Secretary reported that he had had a number of letters from various parts of the country, pointing out that the necessity for some organized action to raise prices of forest trees was even more urgently necessary than in the case of fruit trees and roses. After some discussion it was decided to place the matter before the annual meeting.

The Secretary of the British Horticultural Trades Association, Charles E. Pearson, said recently:

The recent issue of price schedules of fruit trees and roses has brought in a perfect deluge of correspondence, dealing with a host of different points and questions. I am answering where possible and necessary, but ask the indulgence of members for delay or short replies. The information and questions raised are being tabulated and will be put before the Committees in due course.

A Certificate of Membership

Membership in the American Association of Nurserymen already means something. With the plans under way by President Watson and the other officers and the executive and other committees, members will soon see that it is easier to do business by reason of membership in the American Association. More than two years ago we suggested the advisability of giving to each member of the national association a certificate of membership—an appropriate official document which he could frame and hang in his office. Why not? Membership in the A. A. N. is something a nurseryman should be proud of. It means something as to the character of the holder.

It costs but 12½ cents a month to insure receipt of a *Nursery Trade Journal* of this character.

Acres of Roses and Palms Make the Griffing Nursery a Bower of Beauty

An interesting account of the activities of a Southern nurseryman, and incidentally a fine example of an effective form of publicity for nursery stock, which might be followed at many points throughout the country by enterprising nurserymen, is the following from the Beaumont, Tex., Enterprise:

W. D. Griffing is a missionary of beauty. He also is manager of the Griffing Brothers' nursery, four miles this side of Port Arthur. That is how he happens to be a missionary of beauty.

Probably Mr. Griffing would prosper if he contented himself with selling flowers and shrubbery to the citizens of this section. He can not content himself with this, however. Instead, he wants to see the coast country a land of waving palms heavily laden. Talk to him a few minutes and you wonder why every Beaumont home is not surrounded by palms; you marvel that so few flowers can be found here, and you think it almost wastefully sinful that fruit trees are so hard to find.

Mr. Griffing maintains that this section of the country is admirably adapted to the culture of tropical plants. The best proof he has to offer is the nursery he manages near Port Arthur. At that nursery he has more than 100,000 palms and there isn't one of them that shows any of the results of the dry weather of the past few weeks.

He has acres of roses, apparently growing as rapidly as cotton grows in the black land section of Central and North Texas. He has every other flower that could be named. And, near the orchard, he has a pecan orchard that is a source of great profit. Numerous fruit trees also pay good dividends.

WORTH A VISIT

There is a little station on the interurban between Port Arthur and Beaumont. They call it Griffing. That is where the nursery is. The distance is not far and a visit to this wonderful place is more than worth the time it will take. Every citizen of Beaumont should visit the Griffing nursery, just to see what can be grown here. Many kinds of semi-tropical plants thrive here, as they will in no other section of the country he has visited. Granting that statement is but the simple truth, it can be seen how soon Beaumont could be converted into one of the most picturesque and most beautiful cities of the United States. The streets should be lined with palms and magnolias. The closely cropped lawns should be bordered with shrubbery. Luxuriant flowers should peep from every yard. Hundreds of acres in fruit trees and beneath their shielding this section should be shaded by countless shadows should grow luscious melons and salary-saving vegetables. Visit the Griffing nursery, see what can be done, talk to him a few minutes and be convinced that this is a land of wealth if the soil is but encouraged to aid industry; a bountiful domain of beauty if the salubrious climate is permitted to smile upon man's endeavors, and a country of prosperity and loveliness.

The Griffing nursery covers 225 acres of

ground similar to that found in most of the front yards in Beaumont and there is hardly a square foot of this area that is not producing a silent testimonial to the doctrine of beauty for which Mr. Griffing is such an able missionary. Ten of the acres are planted in roses, many of them American Beauties. It is true, great care is used in growing these roses and expert knowledge aids the perfect soil and climate. But the culture of roses is not so difficult that any housewife—or husbandman, if you prefer the "let George do it" doctrine—could not learn and succeed in transforming an unsightly lawn or front yard into a bower of blushing beauty. Orange and pecan groves also will be found at the Griffing nursery. Fig and peach trees also call for attention and they are bearing fruit in season.

READY GROWTH

One might think all of this has required a generation or so of preparation. It has not. Five years ago the land that now is the Griffing Nursery was a rice farm and there wasn't a bit of shrubbery on the place. The only trees Mr. Griffing found when he bought the place were a few mulberries and two liveoaks. Today the trees are numbered by the hundreds and they form an inviting background for the beauty of the fragrant flowers.

Mr. Griffing has conducted a commercial nursery while he was making his place what it is today and this nursery has almost paid the expenses. Now the Griffing Nursery is considered one of the most complete and one of the largest to be found in the entire country.

It was planned, when the site of the nursery was bought, to raise fruits principally, but when Mr. Griffing found this was not so popular as he expected, he fell into the line with the public desires and made ornamentals, shade trees, field grown roses and palms his primary consideration.

Convincing himself by actual experiment that palms would be better here than anywhere else in the United States, Mr. Griffing made palm growing a specialty. Another of his favorites is the camphor tree, which is especially adapted to this section. It makes a beautiful shade tree, Mr. Griffing says, and is rapidly becoming popular for that purpose. Since he has been demonstrating how palms and camphor trees thrive in this part of the state, Mr. Griffing has had hundreds of orders and has given all the assistance he could in making the country more beautiful. He does not consider his duty has been done when the palm tree is transplanted to the home of the purchaser. He keeps a watchful eye on the plant and always stands ready to help those who are beautifying their homes.

The display of the Griffing Nursery at the fair last year attracted as much attention as anything else that was displayed. It will be the center of interest again this year. Hundreds of persons last year marveled that such beautiful things could be produced in this country. This year many of those who were so astonished will be present

with exhibits of their own, having profited by the help Mr. Griffing has given them.

Many of these will tell that they bought their palms and other plants with the expectation that they would prove expensive and troublesome, but worth it all, nevertheless; they will then tell that they found the plants inexpensive and the care of them a source of pleasure with surprises every day, and they now are arguing as strongly for Mr. Griffing's favorite doctrine as any convert to this cause of beauty could plead.

Prohibition Helps In Idaho

GUY GRAHAM, Idaho Horticultural Inspector

Prohibition has proven beneficial to the apple growers of Idaho. Cider making was taken up a year ago by the Overman Brewing company after Idaho had gone dry. So successful was the initial venture that this year the company is running its plant at full capacity to supply the demand being made upon it.

Cider making on a large scale by the Nampa people will revolutionize the apple growing industry in southern Idaho, since the company purchases culls, which in the past have gone to waste on the trees or were fed to the hogs.

A car of apples is being worked up daily into cider by the company. They expect to use fifty carloads before the season is over, and make 150,000 gallons of cider. The cider is being sold as far east as Omaha, as far west as Portland and Seattle, and throughout the intermountain country. There is a heavy demand for the cider, and the industry is going to grow into a big thing for Idaho.

Because of the fruit shortage in Idaho this year, the company has been forced to purchase apples for its cider making in Oregon and Washington, but ordinarily the fruit growers of Idaho will be in a position to furnish all of the apples needed.

G. H. Haight of the Haight Orchard and Development Company is in high feather and fettle these days, says the Chicago Herald. Fine new jars of the peaches and apples that sold in Bangor, Me., for \$6 a crate, and the apples that brought \$2 per bushel deck the shelves of the Haight exhibit, and reports from Ozark orchard owners are most rosily written. One man has cleared \$176 net per acre, the 800 acres of another this year have earned him \$1,601.45, and still another, owner of ten acres, has cleared \$1,031 after charging for his own labor and that of his team.

A landscape architect, Charles A. Platt, is one of the eminent men selected by President Woodrow Wilson as member of the commission of seven to decide upon the selection of the statues, monuments and public buildings erected by the federal government in Washington, D. C., and elsewhere in the country.

NOTICE ! ! ! !

We wish to inform our friends and customers that the Franklin Davis Nursery Co. has been reorganized under the name of The Franklin Davis Nurseries, Incorporated, and is now in better shape to handle orders than it has been for years.

We Offer for Fall 1916 and Spring 1917:

Apple—2 and 3 year, in all grades
Apple—7-8 feet, 3 year, heavy
Peach—A select lot
Pear—A good list of varieties; heavy on Kieffer
Privet—The finest lot in the country, 1 and 2 year, heavy, low prices on carload lots
Oriental Planes—In all sizes. 25,000 Planes, 2 year, for transplanting
 Also a general line of nursery stock. Send us a list of your WANTS and prices will be right.

Place orders now for Fall and Spring

FRANKLIN DAVIS NURSERIES, Inc. Baltimore, Md.

PLANT BREEDING

By BAILEY and GILBERT

Professor Bailey's standard text, originally issued some twenty years ago, has been revised and brought down to date by A. W. Gilbert, Professor of Plant Breeding in the New York State College of Agriculture. In addition to the many changes made in the material that has been retained, there are now included in the volume new discussions of mutations, Mendelism, heredity and the recent applications of the breeding of plants. There are also extensive laboratory exercises and a bibliography. Altogether the work is a comprehensive encyclopedia on the subject of plant-breeding.

Price \$2.00

American Fruits Publishing Co.
 ROCHESTER, N. Y.

Citrus Industry in Alabama

DR. O. F. E. WINBERG, Manager Citrus Exchange

The citrus industry in the Mobile territory has made rapid strides during the last five years, indeed it has grown to such an extent that it covers an area of 24,000 acres in Mobile and Baldwin counties.

No industry has ever started in this state that has caused such rapid development as citrus fruit, not only from a commercial point of view, but socially and economically as well. I do not hesitate to state that 60 per cent. of the people who have come from Northern states to settle in this section have been attracted by the wonderful results of the citrus industry.

Because of the rapid advance in this enterprise land values have increased more than 75 per cent in the past five years. It is entirely possible that in another five years this land will show a hundred per cent improvement in valuation from a cultivation standpoint.

The citrus industry in this territory is no longer an experiment—it is an established industry on a commercial basis. In my opinion it represents an investment to date of \$5,000,000.

Practical Publicity Work

Continued from Page 101

it will only be a short time before all this country will be as well known and prosperous as the most noted tourist resorts of the old world. Respectfully yours,

MITCHELL NURSERY CO.,
M. G. Mitchell, Secy.

Mitchell Nursery Company, M. G. Mitchell, Secretary, Tacoma, Wash.

Gentlemen: Returning from a three weeks' motor trip I find your letter of Sept. 1. It is quite needless to repeat that I am very cordially in sympathy with your aims. I feel quite as strongly as ever that the right way to build up Tacoma—and what applies to Tacoma applies to the whole Pacific northwest—is along two lines—agricultural development and tourist development. That is, making life pleasant and profitable for the men and women on the land, so that

thousands of acres of unproductive land may become prosperous farms, ranches and gardens, and inducing eastern tourists to investigate for themselves the attractions of the Pacific northwest. To Tacoma as a touring center, with Point Defiance as a permanent camping place and starting point, are tributary more of the beauties and gardens of nature, easily accessible by motor, than to any other city in the whole world. I have motored all over this country except in the south, and on my trip to Europe had a hurried glimpse of most of the countries, and I make this statement with certain confidence that it cannot be questioned. A week's trip through the Olympic peninsula and a three weeks' trip by the northern route to the Yellowstone, returning across southern Idaho and Oregon, only accentuates this confidence. You are starting an admirable work; keep at it. Of course, all of Washington, Oregon and British Columbia should co-operate. Your plan is feasible and merits entire community support. Count on me at any time. Sincerely,

RALPH METCALF.

Mitchell Nursery Co., Tacoma, Wash.

Gentlemen: It should not be necessary for me to say that I am heartily in accord with your suggestions for a City Beautiful movement. It is not a novel suggestion; you yourself have made it many times before, and if it ever works out you will be entitled to much credit.

You ask for suggestions. But one occurs to me—to do the thing we have talked of so much. It is a simple matter of advertising what we have here and living up to the advertisement. That's what they do in Los Angeles to get the results of which we all know. I have been witness of and taken a share in that work during several years' residence in that city. The difference in their work and ours is that they prosecute it with system; they make a business of bringing tourists to their city; they keep everlastingly at it. As a result boasting is not merely reduced to a fine science with them, it has become second nature.

You have often heard people sneeringly remark that "one cannot live on climate alone." The greatest city on the Coast (for Los Angeles now is) does, or has done, just that, for its site was not many years ago a barren desert. As you say in your circular letter, "We are like children reared in luxury." We have from the hand of the Creator a wonderland of beauty and delight. Very many people—a large proportion of people, I mean to say, of that class seeking betterment—would prefer our climate to that of the south if they but knew of what we have here. Only yesterday I met a wealthy citizen of Tacoma who some years ago, lured by their advertising, went south. I

had the pleasure of visiting the beautiful estate near Los Angeles which he purchased with the intention of living out the remainder of his life there. He has sold that estate and is here seeking the refreshment which alone may be found in the Puget Sound region, and he is here to stay.

You say you would have Tacoma known as the "World's Most Beautiful City." Tacoma is not the world's most beautiful city, nor yet the most beautiful city in the United States, but this I do believe that this city has a setting that is incomparable in the world—an environment presented to us by the Creator, such as another city would be willing to mortgage the lives of its great-grandchildren to secure but which cannot be had by purchase—our free inheritance. Surely we have been reared in luxury. We should dedicate our lives to the building here of a city as nearly worthy of that setting as may be built by men.

And it should be our great pleasure as well as our first business to let all the world know what we have here and what we are doing, that as many as desire may partake of and join us in this work. The thing should be undertaken and developed with method and maintained with consistence, persistence, and in a little while we would be on our way, swimmingly, with new blood and new capital to further it.

I do not mean to say that this is the sum of what we should do for the upbuilding of this city. I am speaking to your topic. But I believe this is at the bottom of the whole undertaking, for to get factories, of which we hear so much, we must first bring the proposed factory builder here that he may see for himself what remarkable opportunities await him.

My best suggestion to you is keep at it. Enthusiasm—and this you have—begets enthusiasm. All that is needed here is enthusiasm—enough enthusiasm—there is plenty of money.

Yours, for the City Beautiful,
S. W. WALL.

The San Dimas Citrus Nurseries, Inc., has gone out of business and will be succeeded by the R. M. Teague Citrus Nurseries as an individual enterprise.

Say you saw it in AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE DIRECTORY

1917 Edition Ready This Fall

Advertising Rate: \$2.00 per inch

AMERICAN FRUITS PUBG. COMPANY
ROCHESTER, N. Y.

WANTED

Forelle pears on Japan

Quote us stating quantity, age, and size of your stock

LOMA RICA NURSERY

GRASS VALLEY CALIFORNIA

FOREST TREE SEEDLINGS, ORNAMENTAL SHRUBS AND LINING OUT STOCK AT WHOLESALE PRICES

We offer for Spring 1917 a large stock of Altheas in varieties: Berberis Thunbergi Calycanthus; Cornus Florida; Deutzias; Forsythias; Privets; Weigelas in varieties, Etc.

TRADE LIST
NOW READY

FOREST NURSERY COMPANY
McMinnville, Tennessee

TREES
Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries

North Abington
Mass.

SHRUBS
This New England soil and climate produces fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists.

100% PROFIT SALES INCREASED

A Book that will sell on sight and give your agents more ginger

"HOW TO GROW ROSES"

By Robert Pyle

A new book of 120 pages, 5x8 inches, of which 16 illustrate leading Roses in natural colors. All the necessary instructions.

One Western Nurseryman writes:

"HOW TO GROW ROSES" is the nicest book of the kind we have ever seen and will use them for samples to sell from, as well as in the nature of a Salesmen's Plate Book."

Reliable Nurserymen will please write for Sample and Terms

THE CONARD & JONES COMPANY,
WEST GROVE, PA.

A Retailer's Views on Nursery Conditions

A. C. HANSON, Wauwatosa, Wis.

THE sentiment in favor of a Retail Nurseryman's organization seems to be gaining in favor very rapidly. This I believe is well proven by the numerous letters which have been published recently in the trade papers and also by reason of many communications along the same lines received by the writer in response to my article published the month following the annual convention at Milwaukee. Personally, I believe this proposition is of too great importance to be allowed to be killed by indifference. We, retailers, have too much at stake to allow others to shape our destiny and it is up to us to protest vigorously and make a bitter fight against those things which threaten to engulf our business.

Personally, I am in favor of a Retail Nurseryman's Organization. I am not prepared to say now that I would favor divorcing the Retail Nurserymen from the parent or older organization. It seems to me that the Retail Nurseryman can organize an auxiliary association, being a part of the older organization and have its business sessions at the same time the National Association has its meeting and these sessions can be just as secret as the sessions of the Retail Protective Association; where the small retailer can, without fear or favor, stand up and say what is in his heart and on his mind, without being afraid to offend some large grower who has it in his power to cripple his business by refusing credit and other privileges such as he may have enjoyed heretofore.

It would surprise many of you, nurserymen, to read some of the letters that I have received backing up strongly the idea of organizing a Retail Nurseryman's Association. Many of these men are beginners in the business; many are small dealers as measured against others in the business and they are all timid about saying too much in favor of this and have asked me to keep strictly confidential the contents of their letters as well as the identity of the writer. This to me, is not a feeling that makes for the good of the business. There is altogether too much jealousy; too much fear and a lot of other undesirable things in the business as it is operated today and it occurs to me that it is time that some of the big men join hands with the little fellows and get together and build for permanency; try to do away with a lot of skepticism, doubt and a vague feeling of unrest and suspicion which seems to permeate the entire proposition.

There is one thing that I am unalterably opposed to and shall fight it all I can and that is the proposed assessment of members of the Association in proportion to the business they do, to create a fund for a national advertising campaign. This to my mind from a strictly retailer's point of view is simply taking money from one angle of the business to help another. I have noticed in the trade journals that different addresses have been made on this subject and it seems that they are patterning after some of the campaigns of different lumber companies. The case of the lumberman is not a parallel case with that of the nurseryman. For instance, the red gum and the cypress industry. If the nurserymen were organized as the lumbermen are, it would be all right. It is a fact that the lumbermen are so well organized that members owning stock in the large lumber industries

can buy only through the retail dealer of their town or locality in which they reside. You take the thousands of items which make up the nurseryman's line as compared with the few items that make up the lumbermen's line and you have no fair comparison. As I remember it, one gentleman in an address before some convention advocated assembling names of nurserymen and by means of this national advertising, people writing in would be furnished names from whom to buy. What fairness or justice to the average nurseryman could be accorded? How would it be possible to so list or catalogue the thousands of retail nurserymen in this country so that they would have a fair chance at the business of such an inquiry? It is not reasonable to suppose that a man wanting to buy five or ten dollars worth of stock would write to fifty or one hundred people and the first names on the list would be the ones who would be given the preference.

To my mind, there is no need at this time of any more publicity for the nursery business than it is getting right now. If any of us could have one-fiftieth part in actual money that's being spent by different advertisers in the magazines and newspapers in this country every year, he would have a handsome competency. It would be hard to find a house in any village or town but what has from one to six so-called mail order catalogues, all well gotten up; profusely illustrated and in their own way handle the project fully as well as any propaganda that might be started in a national way. There is not a new thing originated by nurserymen but what inside of six months every person in the country has heard of it. If they have not read of it, the thousands of agents representing retail nurserymen have been on the ground and told them about it.

What is needed more than national advertising is first of all some limitation imposed so that there will not be so much of an overproduction of stock as appears to be the case now. No matter how worthy the wholesaler's intentions may be, these numerous surpluses find their way onto the market in some way or other, establishing ruinous prices and filling up territory which legitimately belongs to the retailer and forever ruins his prospects for business at retail prices. There should be, I believe, some sort of an understanding among the retail nurserymen themselves about prices. The territory being divided say into four or six zones. The retailers should be big enough, if the wholesalers display the right spirit and will co-operate with them and abandon the practice of issuing trade prices to those not entitled to them, to stick to the wholesaler who supports them and not to save a cent or two here and there, buy of someone outside of the recognized list and make the wholesaler who is working with them suffer in consequence. If there could be worked up a little more of a friendly feeling of confidence on both sides some of these problems would in a large measure be solved. It is no doubt hopeless to expect to accomplish too much in one or two years, but at the last annual convention a start was made in the right direction and if the different members of this association, particularly the retailers, will keep in mind that it is their duty to watch their interests and boost these various projects much good will surely result.

Agricultural and Commercial Co-operation

In an address delivered by Hon. D. F. Houston, secretary of Agriculture, before the Association of Commercial Organization Secretaries, Hotel Statler, Cleveland, Ohio, Sept. 25, he said:

I am optimistic about the future of American agriculture. We still have vast undeveloped resources. Our farmers are the most alert and capable in the world. They do not produce more per acre than any other farmers in the world—it would be foolish for them to undertake to do so—but they do produce from two to six times more per man, per unit of labor and capital. They use more and better machinery. They have the assistance of more powerful practical and scientific agencies. No other three nations in the world combined have as powerful forces aiding the farmers as this nation has. The land grant colleges and experiment stations are without parallel. They are 67 in number, have a total valuation of endowment, plant and equipment of 128 million dollars, an income of more than 26 millions, with 4,500 teachers, a resident student body of over 60,000, and a vast number receiving extension instruction. Their great ally, the Department of Agriculture, is unquestionably the greatest practical and scientific agricultural organization in the world, with a total annual budget of \$36,129,000, having increased in three years by 50 per cent. It has a staff of more than 16,000 people, many of them highly trained experts, and all of them of consequence, with three exceptions, in the classified service. The farmers have the benefit now of a number of long needed and highly beneficent legislative enactments. The Nation is committed to an expenditure of millions for the direct education of the farmers, and of \$160,000,000 from Federal and state co-operative funds for good roads over a period of five years, with many additional millions annually arising from local sources. Great numbers of farmers and of farmers' organizations are alert, intelligent, and acting vigorously for the betterment of the life of the Nation. No other people have such enormous expenditures for general education. Other countries are depending upon us more and more for food-stuffs, and in the years to come Europe in particular is likely to ask our service. There never has been any real substantial competition with the American farmer. It is not threatening today, and I am not in the slightest degree apprehensive about the future, and one does not compliment the intelligence of the American farmer who attempts to alarm him. My plea is that business men enlist for more active duty in the struggle for rural improvement. The call for unselfish service is insistent and I am confident it will not fall upon deaf ears.

Horticulture has made notable progress in the Amsterdam district of Holland during recent years. This is especially true of the northern Provinces. Ten years ago, in Groningen, only here and there could a hot-house be seen, but now in practically every village of that Province one may see fruit and vegetables growing under glass. This has particular importance because certain varieties which are grown in the open in the southern provinces will not mature in the northern excepting under warm shelter. The development of large nurseries is also an innovation in some parts of Groningen and Friesland, and they are constantly increasing in number.

At a meeting held at Lawton, Michigan, recently, and attended by representatives of the Federal Office of Markets, the Michigan Director of Markets, the Leader of Agricultural County Agents in Michigan, the Horticultural Department of the Agricultural College, the officers of several of the grape shipping associations, and a number of large growers of grapes, it was decided to take up the work of reorganizing the grape shipping associations so that they may federate and work to mutual advantage and along the lines suggested by the Clayton amendment to the Sherman Anti-Trust Law.

J. H. Skinner & Co.

TOPEKA, KANSAS

Apple Seedlings

Japan and French Pear
Seedlings

Forest Tree Seedlings

Fruit Trees Small Fruits

Rhubarb, Myatt's Linnaeus
Divided roots, pure stock
Shade Trees including a fine
lot of Soft Maple and White
Elm.

Catalpa Bungei, 6 1-2 ft.
stems, straight and Bechtel's
Double Flowering Crab.

Ornamental Shrubs

Natural Peach Pits

We have them, crop of 1915, and shall be glad to send sample. Can furnish screened or not as you may wish. Have just shipped two cars to parties who used our Pits last season. Pretty good evidence, you say, that they were pleased with results obtained. We can please you, too.

J. VAN LINDLEY NURSERY CO.

POMONA, N. C.

Twice-a Month Publicity

For Nurserymen

Is Afforded By

THE AMERICAN NURSERY TRADE BULLETIN

Seasonable Want Lists and Offerings
For Nurserymen: Growers and Dealers

Circulation Confined Strictly To the
Nursery Trade

Issued 15th of Month. Send for Copy

AMERICAN FRUITS PUB'G CO., Inc

39 State St., Rochester, N. Y.

APPLE, PEACH, PEAR AND STRAWBERRY

In heavy surplus at Right prices
The Wolverine Co-Operative Nursery Co., Ltd.
PAW PAW. MICH.

D. H. HENRY, Seneca Nurseries
Geneva, N. Y.

APPLE, STD. & DWF. PEAR, PLUM, CHERRY
PEACH, QUINCE, APRICOTS, SMALL
FRUITS, ORNAMENTALS, ETC.

Write for quotations

Top Notch Berberry Thunbergii Seedlings

Big Drop in Prices. Come to Us

ALSO

Peaches
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Shrubs
Privet
H. P. Roses

Large Assortment of Varieties at Right Prices

C. R. BURR & CO.
Manchester, Conn.

Portland Wholesale Nursery Co.

Rooms 6 and 7, 122 1-2 Grand Ave.
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Wholesalers of

Nursery Stock and Nursery Supplies

A very complete line of Fruit and Ornamental
Trees, Shrubs, Vines, etc.

SPECIALTIES

Clean Coast Grown Seedlings, Oregon Champlain
Gooseberries and Perfection Currants

Write now.

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AMERICAN NURSERY TRADE
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Ready This Fall, Order Booked Now

\$1.00 per copy, postpaid
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AMERICAN FRUITS PUBG COMPANY
ROCHESTER, N. Y.

Cherry Trees

We offer for sale our usual supply of first-
class one year and two Year

CHERRIES

Can furnish some extra heavy trees for land-
scape work. Both Mahaleb and Mazzard
roots.

Send us a list of your wants

H. M. SIMPSON & SONS

Vincennes,

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Large stock CLEMATIS PANICULATA,

2-year and 3-year

Also SHRUBS and HERBACEOUS PLANTS
for Spring 1917

T. R. NORMAN

PAINESVILLE, O.

Say you saw it in AMERICAN NURSERYMAN



Own Roots Field Grown ROSES ROSES

January, February and March Shipments

Write for full list and prices

HOWARD ROSE CO.

HEMET, CAL.

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Early Harvest & Kenoyer B. B. Fine root
grown plants in quantity.

Peach and Jap Plums. For those wanting
fine stock for retail trade.

Compass Cherry. Large supply of one year
trees.

Shade Trees. Fine assortment, all sizes.
Price right.

Fine Blocks. Ornamental Shrubs and Ever-
greens grown especially for Landscape
work.

Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free

American Fruits Pub. Co., Rochester, N. Y.

ARE YOU INTERESTED

In choice young ornamental Nursery Stock
for transplanting lining out, or mail orders?
If you are, get next to our Trade List of
genuine bargains, in Oriental Planes, Nut
Seedlings, Oaks, Ash, Catalpa Speciosa,
Honey and Black Locust, in large quantities,
besides hundreds of other varieties, both
deciduous and evergreen. Peach Trees,
Dahlia Bulbs, etc., etc.

ATLANTIC NURSERY CO., Inc.

BERLIN, MARYLAND

WANTED—Tree Seeds of all kinds

L. F. DITTMANN

Bellefonte,

Ill.

Peony Roots: Home grown and imported,
Gladiolas Bulbs: Ten leading varieties,
Apple, Peach, Cherry, Pear and Plum Trees.

Let me quote you prices

Say you saw it in AMERICAN NURSERYMAN

Insects and Diseases

Chestnut Threatened

Further inspection of chestnut trees along Sand Ridge about four miles north of Phoenix where the chestnut tree blight was found last fall by a tree disease expert of the New York State College of Forestry at Syracuse University, shows many new infections over an area several miles in extent. This disease, which has killed off so many chestnut trees in Pennsylvania, southern New York and Connecticut in the past few years, spread rapidly owing to the favorable weather conditions last spring, when a large amount of moisture caused a rapid germination of the spores. On the other hand the warm, dry weather must have retarded the rapid development of the newly formed cankers and the fact that many cankers in the trunks and branches are found after careful examination of the trees indicates that the disease is more prevalent and widely spread than it was at first thought. It is significant that the trees found on the second examination were in the immediate vicinity of those found in 1915, when it was thought that an apparent "spot infection" was under control by cutting and destroying the diseased trees.

Since the State Department of Agriculture at Albany does not have funds available to combat the disease, it is doubtful if its spread can be controlled at the present time. Recent experiments in Connecticut show that cutting out the infected trees does not materially check the disease after it once gets a start. It is likely that all the trees in the section about Phoenix will be killed out, although some of them may live and bear chestnuts for several years. In the light of what has happened in Pennsylvania and Central New York, however, it is probable that all of the chestnut trees in this part of the country will eventually succumb to the disease.

Plant Quarantine Work

As a result of the work of the Federal Horticultural Board, a number of insect pests and diseases have been detected recently in nursery stock imported into the United States and the dangerous material has been rendered innocuous. These discoveries include an empty cocoon of the gypsy moth on apple stock from France; 8 egg masses of the same insect on arborvitae from Japan; 2 nests of brown-tail moths on fruit stock from France; dead larvae of the pink boll worm in cotton seed from China; mango weevils in mango seed from Siam; several scale insects on olive stock from Greene, coconut plants from Honduras, and cinnamon from Jamaica; citrus canker on citrus stock from Java; and numerous other insect pests and plant diseases.

The Federal Horticultural Board carries on its work through its own agents and through State horticultural inspectors who act as deputy Federal agents. At least one port of entry for nursery stock has been designated in each coast state, and at the most important of these Federal agents are stationed. The bulk of the importations on the Atlantic coast come through New York, while most of those on the Pacific coast enter at San Francisco.

Most shipments brought in are from countries which maintain nursery stock inspection within the meaning of the Federal plant-quarantine act. Such stock, if accompanied by a certificate of inspection of the shipping country and if entry has been permitted by the Federal Horticultural Board, need not be examined on entry into the United States, but is permitted to be sent on to the consignee. Both the importer and the Federal Board notify inspectors of the state to which the shipment is made, however, and examination of the shipment is made after its arrival in such state. Many of the in-

sects and diseases found are on stock imported in this way.

Shipments of nursery stock from countries not having an approved inspection service can be brought in only under special permit, and in small quantities for experimental or scientific purposes. All such shipments must be examined at the port of entry before admission to the United States.

Many of the examinations of plant material are made at the central office of the Federal Horticultural Board in Washington, where excellent facilities for the work have been provided. When diseases or insect pests are found, the affected portion of the material is removed, or the whole subjected to cleansing or fumigating treatment, which will place the material in condition for use without danger of spreading injurious pests. Complete card records of the findings of the specialists are kept and have largely facilitated the work by furnishing suggestions as to the types of disease and insects to be expected from the various countries, the kinds of treatment which have proved effective, etc.

Native White Pine Doomed

The native White pine is making a fight for life against two diseases which have damaged it greatly in recent years. Reports have been received recently by the State College of Forestry at Syracuse from many parts of New York and adjacent states regarding the "needle disease" of the White pine. This trouble appears as a partial or complete burning and death of the needles. Usually only a few of them on the exposed parts of the tree are affected, while in other cases the entire tree is killed. The needles die because they cannot get enough water. Unfavorable weather conditions such as hot, dry periods following moist weather or a very dry weather when the roots and sapwood are frozen may reduce the moisture content of the needles faster than it can be replenished from the sapwood of the tree. As the result of this drying out all or a part of the needles die. Trees on which only a few needles are killed generally recover and by the second season show no effects of the disease. No treatment for the trouble has been discovered.

In spite of an active fight waged against the White pine blister rust, which is a more deadly disease and which is spreading westward from Central and Western Massachusetts, there seems to be little chance to keep the trouble out of Central New York. Control methods during the past summer have been continued to the extermination of native wild currant and goose-berry bushes which act as hosts to one stage of the disease. Results of the past summer's work point to the extermination of the White pine as a commercial tree over a wide area.

Fierce Enemy of Gypsy Moth—A writer in Century Magazine tells of a recent importation, the green beetle which is an active enemy of the gypsy moth, devouring ten times its weight in gypsy moth caterpillars in a day. His two seasons of active life are a wild orgy of slaying and feasting. His span of mortality includes a mere fortnight of larval life and two brief summers of adult existence, representing less than five months of activity altogether; but during that time he will normally devour nearly 650 gypsy moth caterpillars, or pupae, as large as himself. A single pair of beetles have been observed to eat 2,000 caterpillars in eight weeks—gluttony almost beyond belief.

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." —E. S. WELCH, Former President American Association of Nurserymen.

Gypsy Moth Apparently Eliminated

Colonies of gypsy moths, which some years ago in nursery stock or quarry products found their way to Bratenahl, a suburb of Cleveland, Ohio, to Rutherford, N. J., and to North Castle, N. Y., apparently have been exterminated by State officials and the U. S. Bureau of Entomology working in co-operation, according to the annual report of the Chief of the Bureau of Entomology just published. While the trees in the neighborhood of Braetenahl were sprayed again as a precautionary measures, no infestation has been found in this site during the year. Similarly in New Jersey no indication of the presence of the moth has been found.

In New York the entire park system of Rochester has been carefully examined for fear that moths may have gained a foothold from nursery stock shipped in during the last few years, but no infestation was found. In the colony which was located at North Castle a large amount of work has been done, but only 8 egg clusters were found during the year and all of these were outside the area which was sprayed last year. Work is being continued at this point in co-operation with the state of New York and the entire area and a surrounding strip has been sprayed this year.

"We enjoy your publication which is up to the minute in every detail."—H. F. Hillenmeyer & Sons, Lexington, Ky.

Oldest Fruit Tree in America

Just 280 years ago the Colonial Governor of Massachusetts, John Endicott, purchased a vast tract of land at Danversport, then known as the southern section of Salem Village. The estate afterward became known as the Endicott plantation.

Gov. Endicott, being a great lover of sugar pears, sent to a relative in Dorchester, England, for a pear tree. After several months the tree arrived, and at that time few people ever believed that the tree would live, as the roots had become very dry.

The Governor, believing that he, better than any one else, was the proper man to plant the tree, journeyed to the plantation and there, in a sheltered spot close to the Danvers River, dug a hole and carefully planted his treasured tree.

For many years the Governor cared for the tree himself, and it was not long before it became the most famous of all fruit trees of Massachusetts.

Each year for nearly three centuries the tree has never failed to supply an abundant crop of juicy sugar pears of the finest quality. This year it is estimated that there are close to 3000 on the tree. Few people who visit Danvers miss the opportunity of seeing this wonderful tree, which is carefully guarded by a picket fence.

The Endicott Plantation, or Endicott Farm, as it is known today, is owned by Hon. William C. Endicott of Danvers Highlands.

The Endicott tree is thought to be the oldest fruit tree in North America and it is very doubtful if there is a tree in existence bearing such a bountiful crop at this great age.

The tree is made up of three distinct trunks, which are partially decayed, although the upper section of the tree is quite healthy in appearance.

Endicott himself used to relate that the tree supplied a sufficient number of pears to supply the entire Salem Village. In those days there were less than 100 inhabitants in the village; today the same territory has a population of nearly 100,000.

When Gov. Endicott died in the year 1665 special mention was made in his will in regard to his famous tree, which was left in care of his daughter.

Washington, Lincoln and Daniel Webster are among the many men to taste the fruit of this tree. It is claimed that the fruit has been eaten at the Royal Palace in London.

"One of these days the northern brother who has been inoculated with the pecan microbe will learn that Texas is the premier pecan state."—Judge Charles L. Edwards, Dallas, Tex.

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The Round Table—In Common Council

Ohio Horticultural Society

Editor American Nurseryman:

The annual meeting of the Ohio State Horticultural Society will be held January 30-31. This meeting will be held in conjunction with Farmers' Week at the Ohio State University.

R. B. CRUICKSHANK,
Columbus, O., Oct. 26, 1916. Secretary.

Peninsula Horticultural Society

Editor American Nurseryman:

The next meeting of this Society will be held in Dover, Delaware, January 9, 10, 11, 1917. We are expecting J. C. Whitten, of Missouri, Dr. J. P. Stewart, of Pennsylvania, Professor T. C. Johnson, of the Truck Experiment Station, Norfolk, Virginia, and a number of men from the United States Department of Agriculture as well as the Experiment Station workers, fruit and vegetable growers and florists of Delaware and Maryland, and we are planning for a fine exhibit of fruits and vegetables.

The Delaware Corn Growers' Association will hold its annual meeting in connection with the annual meeting of this society.

WESLEY WEBB, Secretary.
Dover, Del., Oct. 24, 1916.

Michigan Horticultural Society

Editor American Nurseryman:

Our annual meeting will be held in Grand Rapids, Dec. 5-7. The committee in charge of the preliminary arrangements consists of the undersigned and J. P. Munson and Henry Smith of Grand Rapids. It is expected that the meeting this year will be one of the most successful gatherings of the fruit men ever held in the state. At least 500 are expected to attend. Elaborate plans are being made for the entertainment of the delegates.

ROBERT SMYTHE, Secretary.
Benton Harbor, Mich., Oct. 16, 1916.

Kansas Society's Anniversary

Editor American Nurseryman:

We are anticipating a very successful meeting December 6-8. This will be our 50th anniversary, and we are endeavoring to have the program appropriate to a society which has been in existence 50 years. Among some of the prominent horticulturists that we are expecting are Senator Dunlap of Illinois, and Prof. T. J. Maney, Ames, Iowa, and other notable horticultural students. We hope to be able to mail our program in a short time.

O. F. WHITNEY, Secretary.
Topeka, Kan., Oct. 18, 1916.

Missouri State Society

Our annual meeting will be held in Kansas City, Dec. 5-7. We expect to have two or three representatives from the Department of Agriculture in Washington; also some prominent horticulturists from distant points.

H. S. WYMAN,
Princeton, Mo., Oct. 14, 1916 Secretary.

A. M. Augustine of Normal announces that the Illinois Horticultural Society will hold its annual meeting in Champaign, Dec. 13, 14 and 15. The dates and place of meeting were selected by a committee composed of Mr. Augustine, who is secretary of the organization; W. F. Perine of Centralia and the presidents and vice-presidents of the various district societies.

California Nurserymen

The sixth annual convention of the California Association of Nurserymen was held in Santa Barbara, October 26-28. The program of this interesting meeting was published in full in the last issue of the American Nurseryman. The Recreation Center where the convention was held is admirably fitted for the holding of conventions says the California Cultivator. This center was constructed by citizens of Santa Barbara as a gathering place for young and old where wholesome sports may be enjoyed under direction of the best people of the section. There are parlors and gathering rooms for men and women and in one section provision is made for the Y. W. C. A. type of home for young women. One of the assembly rooms was used for the exhibit of rare plants and fruits. Mr. Hubbard made a magnificent small exhibit of large grapefruit and lemons. Many nurserymen exhibited palms, ferns and other plants. The West India Gardens and T. U. Barbour made exhibits of avocado nursery trees. There was a small exhibit of avocado fruits. President John D. Armstrong presided at all sessions.

Final action on one vital matter, that of legislation, was placed in the hands of a committee consisting of George C. Roeding. Mr. Roeding is also chairman of the committee recently appointed at the Sacramento meeting of fruit growers, shippers and county horticultural commissioners. The nurserymen, fruit growers and horticultural commissioners unite in a demand for revision of the present law. Nurserymen are embarrassed in their business because of the autocratic powers often taken by county commissioners and county commissioners feel that a great responsibility is placed upon them by the present laws and ordinances and they are sometimes at a loss to know how far to use the power placed in their hands. The feeling is quite general that the responsibility should in a measure be divided between county and state commissioners and that county laws should not be termed absolute but that district laws will simplify and aid in accomplishing real results in preventing disseminating of horticultural pests and diseases.

It is a long question and so many bills or features of bills have been recommended that it is a wise committee which will be able to present a bill and draw to it sufficient support to carry it through the legislature which will meet in January. Fortunately there is a large committee of representative fruit growers who have the matter in hand and by the time of the Napa convention it is hoped that a concrete form may be presented which will secure reasonably general support.

M. L. Germain, chairman of the committee on legislation, read the resolutions: "Resolved, that it is the sense of this association that we do not consider the requirements practicable that shipments of nursery stock or horticultural products should bear a label showing by whom and where grown. By whom grown is utterly immaterial to the state. But if it is deemed advisable to show where grown, this requirement may be embodied in the law, and the nurserymen will try to comply with it as far as possible.

"That a provision be adopted relative to shipments from one county into another, requiring a duplicate invoice to be mailed to the county horticultural commissioner of the county of destination.

"We favor districting the state into districts of five to seven counties, the chairmen of boards of supervisors in each district to select some prominent fruit grower who will be one of a board to act as an advisor to the state-horticultural commission.

"As to inspection of horticultural products it is advisable that the law should lay down exact rules with reference to inspection of horticultural products and the action to be taken if they are infected, but these matters should be left to the discretion of the state commissioner.

"This association appoints George C. Roeding chairman of the legislative committee to represent this association in the matter of proposed legislation revising our horticultural laws."

The report of the legislative committee consisting of George C. Roeding, M. McDonald and M. L. Germain is important. The members of a special committee on seed legislation are M. L. Germain, C. W. Ward, George C. Roeding, W. J. Pettingell and F. H. Wilson.

The resolutions committee, Messrs. Roeding, Branton, Vallance, Otto and Payne, resolved that a vote of thanks be extended to the Santa Barbara chamber of commerce for many courtesies and material assistance, to local nurseries, seedsmen, florists and landscapers for decorations and courtesies, to the ladies of Santa Barbara for liberal support, to the daily press of Santa Barbara, and especially to the management of Recreation Center for courtesies extended.

Another committee which has important work laid out for it is that of standardization and values. The committee consists of J. J. Reeves, F. M. Warner, J. D. Meriwether, J. S. Armstrong, G. F. Otto.

A committee, one new to the organization, is that on information and publicity. This committee consists of H. W. Kruckeberg, Charles W. Ward and George C. Roeding.

Officers elected for the coming year are: President, Leonard Coates, Morganhill; vice presidents, John Vallance, Edward H. Rust, Max J. Crow, Chas. Howard, Geo. F. Otto; secretary, H. W. Kruckeberg; executive committee, J. D. Meriwether, Frank H. Wilson, John Gill.

The next place of meeting is San Jose.

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Co-operative Michigan Societies

R. H. ELSWORTH, East Lansing, Mich.

As instances of successful co-operation I will give a brief review of a number of the co-operative selling organizations of Michigan.

Some of these organizations are mere clubs or associations, unincorporated. Others have taken out charters with the state. Of these last some are simply or practically corporations for profit, while at the other extreme are those which return any surplus to their members in proportion to the fruit or other commodity they have each brought in. These last usually charge a membership fee, or they require their members to own one or more, but always a limited number of shares of the association's stock, which may be valued at ten to one hundred dollars. This is because it is the common experience that men will stay with the association more consistently if at least a small amount of their money is tied up in it. If not enough capital is furnished in this way, more is gotten on the strength of notes signed by the members. The best results are usually obtained where the organization is based on men and not on money, that is, where each man has just one vote, and where any surplus is distributed not according to the investment of the members but in proportion to the business that has originated from their farms.

In any case, in order to make co-operation successful, the producer must learn and perform some of the work usually done by the middleman. The form of organizations must be suited to actual conditions, and a great deal depends on the personal equation, that is on the character and ability of the growers and of the manager they select.

The following were some of the instances of co-operation:

South Haven Fruit Exchange, which requires each member to purchase one and only one share of stock values at \$100 par. an organization at Fennville dealing in peaches and apples; a rather close corporation, but doing good work; a central packing house is operated with good results.

The St. Joseph Exchange, dealing in grapes only; seven to eight hundred members, each required to own one ten-dollar share; crop marketed through the North American Fruit Exchange at a cost of about nine per cent; sales manager hired for the market season.

The Southern Michigan Fruit Exchange at Lawton; nearest to a truly co-operative concern in the southern counties; seven hundred members owning one ten-dollar

share each; manager hired by the year at a good salary with time allowed him for his private business; business done at about four to five per cent.

The Fruit Growers' Union at Paw Paw; very loose organization; manager hired by the year and paid on a percentage basis.

The Kalamazoo Celery Growers' Association, modeled after the units of the California Fruit Growers' Exchange.

The Producers' Co-operative Co., at Fremont, buying and selling for growers more on the plan of a store.

At Ludington, the Mason County Fruit Growers' Exchange with credit based solely on members' personal notes.

Another organization at Traverse City, allows six per cent interest on the value of shares owned, which are limited to from one to ten per member, and distributes the remaining surplus according to business done by the members.

Argument for Fall Planting

Hardy fruit trees and shade trees make better growth if planted in the fall, as shown by the results of the past eight years of tests made at the Missouri Agricultural Experiment Station, at Columbia, Mo. While a majority of the Missouri orchards have been planted in the spring, and spring planting when carefully done will give satisfactory results, it has been shown that hardy trees not subject to winter injury make still better growth if planted in the fall.

A minority of horticulturists in the country have heretofore recommended fall planting. These have uniformly emphasized planting early in the fall, if fall planting is to be practiced. At the Missouri Experiment Station, apple trees, sour cherries, plums, and shade trees planted in late November or even in early December, just before the ground freezes, have made better growth than those planted either in the early fall or in the spring.

Trees planted in very early autumn have shown more or less drying out during the clear, sunny days of November and early December. The tips that begin to dry out in autumn often kill back by cold, later in the winter. Trees planted in late fall after they have fully ripened do not dry out during the cool weather which follows, when the sun's rays get lower. Trees planted even a week before the ground freeze, begin to make root growth just as

early as those planted six or seven weeks earlier in the fall.

Fall planting is preferable to spring planting perhaps for the reason that the earth settles firmly about the roots during autumn and winter so the roots are in fine contact with the soil when spring growth begins.

Late autumn planted trees begin root growth in early winter and root growth progresses more or less at any time during the winter where the roots extend below the frozen layer. During the winter thaws when frost is not in the ground, root growth will be progressive. When spring comes, autumn planted trees have nicely established root systems ready to support the new leaf surface which comes out when the tops begin growth in spring.

Spring planted trees put out their buds and begin leaf growth above ground before new growth of their roots begins below ground. This spring leaf growth above ground calls for a large water supply which cannot well be taken up by the root system until new roots are established. For that reason, it is usual that spring planted trees start a nice leaf growth shortly after transplanting; this leaf growth progresses as long as there is stored plant food in the tree, then as dry sunny days occur which evaporate a large quantity of water from these leaves, the roots cannot adequately supply it. Top growth then remains at a standstill until the growth of new roots can catch up and supply the requisite water. Autumn planted trees have no such check made to their growth in spring because the established root system can readily support the vigorous new leaf growth which takes place above ground.—J. C. Whitten, Missouri College of Agriculture.

Fifteen Barrels to a Tree—H. A. Keister, Bangor, Mich., says: I am located in the West Michigan fruit belt and am engaged in fruit growth, mostly apples. It is quite common to secure fifteen barrels of apples from one tree, especially such trees as the Baldwin, Northern Spy and Rhode Island Greening. When these trees are in their prime, at 50 years old, they will produce from ten to fifteen barrels of apples a tree if properly sprayed and pruned.

C. S. Harrison announces that he has sold all his interests in the nursery concern to H. S. King and has no further connection with it. He further announces that his present address is 829 York avenue, York, Neb.

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LITERATURE

Massachusetts Horticultural Society—Part of this society's transactions for 1916 has just been received. In the report of the inaugural meeting it is interesting to note that the society was incorporated in 1829. The building known as the Horticultural Hall, in which the society carries on its operations, and the land upon which it stands, are valued at \$500,000. The library, which is considered to be one of the best of its kind, contains about 25,000 volumes. The membership consists of 773 life members and 161 annual members. The contents comprise some interesting articles: "Flowers and Gardens of Japan," by Ernest H. Wilson; "The Missouri Botanical Garden," by Dr. George T. Moore; "The Development of Fruits for Special Conditions," by W. T. Macoun; "Garden Writings in America," by Leonard Barron; "Sweet Pea Diseases and their control," by J. J. Taubenhaus; and others.

Under the title, "Roses for the Home," the United States department of agriculture has issued Farmers' Bulletin 750 by Professor F. L. Mulford, landscape gardener, Office of Horticultural and Pomological Investigations. The bulletin contains 36 pages, is profusely illustrated, and treats of the many classes of roses, their adaptability for ornamental or cut flower purposes and methods of culture.

Missouri Big Apple State

The big, red luscious apples of the Ozark fruit belt, known the world over for their delicious flavor, in 27 years ended with the close of 1915, helped bring to the horticulturists of the state approximately \$126,718,500, this sum representing the worth of 84,479,000 barrels produced in Missouri estimated at the exceedingly low wholesale price of \$1.50 a barrel.

These figures are announced by Commissioner John T. Fitzpatrick of the state bureau of labor.

Reduced to bushels and allowing three bushels to the barrel, the quantity of apples considered amounted to 283,437,000 bushels. It is seldom Missouri big, red apples, when the price is averaged the year through, bring less than \$2 a barrel wholesale, and therefore the estimated value placed on the total output of 27 years is very low.

Unfavorable weather conditions have reduced the 1916 crop of Missouri apples to approximately 2,700,000 barrels, but the output of 1915, consisting of 6,287,000 barrels, more than made up for the shortness of the 1916 crop.

FOURTEEN MILLION TREES

The 1910 federal census revealed that there were 14,359,673 apple bearing trees in the state, scattered plentifully over 102 counties and with a few found here and there in the twelve cotton growing counties of south-east Missouri. The production of apples that year amounted to 9,968,977 barrels. The indications are that at the commencement of 1916 there were nearly 16,000,000 apple trees in the state.

Until the outbreak of the European war, Missouri apples found their way as far east as England and Germany, and in early 1916 Missouri 1915 apples were still shipped and eaten in Great Britain. The annual apple crop of Missouri, like that of every other state, is affected more or less by weather conditions, and therefore the production per year ranges from 1,000,000 barrels to nearly 7,000,000 barrels, the latter figures being attained when the spring and summer months are favorable to fruit.

RECORD CROP WAS IN 1906

The largest Missouri crop of which there is a record was in 1906, when 6,667,000 barrels were marketed or consumed otherwise.

Then comes the year of 1912 with 6,400,000 barrels. Since 1889, the commencement of the 27 year period considered in this bureau of labor statistics bulletin, which was prepared from information supplied by the federal authorities, the smallest output of apples was in 1898, when the crop reached only 784,000 barrels, or less than 3,500,000 bushels. Another unfavorable year for the fruit with which Eve lured Adam to destruction was in 1893 when only 936,000 barrels were produced.

CANNING APPLES IN OZARKS

Drying and canning apples not suitable to be shipped to market in either barrels, crates or baskets, form a Missouri industry which is growing in proportions year by year. The equipment needed for the two purposes enumerated is inexpensive when compared to the profits reaped from preparing apples in these two manners.

Thousands of bushels of Missouri dried apples are marketed when the crop is of medium proportions. Extensive apple growers of the Ozarks are adding canning apparatus to their orchard equipments and soon not an apple worth using will be lost to the trade. The residue and when apples are not fit for either shipping, drying or canning, help to

vary the fall and winter menu of Missouri corn fed hogs, giving the hickory smoked hams and bacons of the fruit growing regions that delicious flavor which has created a demand for them from all the epicureans of the land.

Largest Horticultural Society—The Minnesota Horticultural Society has a membership of 3,800. Secretary A. W. Latham says: "The society is without question the largest of its kind in the United States. It is full of vigor and ambition and is doing splendid work with its various trial stations, through its connection with the fruit-breeding farm, and other instrumentalities directly or indirectly operated by the association."

Raisin Crop Worth \$10,000,000—About 40,000 tons of raisins are reported to have been sold in the ten days ended Nov. 5, through the California Associated Raisin Company of Fresno. President James Madison gave the average price at about \$100 a ton, which would bring the sales to \$4,000,000. Madison estimates this year's crop available for shipping at 100,000 tons, and the value at about \$10,000,000. He says it will easily be sold. Fully 20,000 tons were spoiled on the trays by rain, and were sold to the wineries at about \$12 a ton.

Jacob Trout, a traveling salesman for the Washington Nurseries, Fremont, Neb, died suddenly last month.

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